TRADE AND INDUSTRY

20 January 1972 Volume 6 No 3 10p

Norway: a North Sea neighbour (2)

Middle East markets—8: The United Arab Emirates, Dubai and Abu Dhabi

UK trade in December

Unit value and volume index numbers

Programme of Trade Promotions 1972-74

"Sabena's fast, new Fiesta Flights to South America mean more time for business. And fiestas."

Less time in flight.
More time in South America.
Now that Sabena flies straight to Buenos Aires and Santiago de Chile with just one quick stop in Dakar.
It's the fast way to get there.
You can start from London or Manchester and connect with a Fiesta Flight at Brussels National Airport.
The service? Well, you know those Belgians.
They always bring the good life along. Everywhere they go.

That's why Mr. Martin flies Sabena Belgian World Airlines to South America.

Why not consult us or your travel agent for details of the fabulous Inclusive Tour arrangements now available?

London. Tel: 01-437 6960. Manchester. Tel: 061-236 9642. Birmingham. Tel: 021-643 6105. Glasgow. Tel: 041-248 6018. Dublin. Tel: Dublin 77.34.40.

SABENA
BELGIAN World AIRLINES

IATA

To: Sabena, 36 Piccadilly, London, W.1.
Now that I know you do South American tours, I'd like to see the brochure.
Send it to me _____
at _____
_____

Trade and Industry

Incorporating the Board of Trade Journal and New Technology
Volume 6. No. 3. Pages 81 to 136. January 20, 1972. Price 10p. Net subscription, post inclusive, £7.60
Editorial address: Room 437, Department of Trade and Industry, 1 Victoria St., SW1H 0ET. 01-222 7877
Advertisements: HMSO, Room D94, Atlantic House, Holborn Viaduct, London EC1P 1BN. 01-248 9876 ext. 6147
Subscriptions: HMSO, PO Box 569, London, SE1. 01-928 6977 ext. 472

HOME NEWS AND FEATURES

83 Norway: a North Sea neighbour (2)
87 Dubai—accent on liberal trade—Middle East Markets—8
89 Abu Dhabi: large and growing oil income
91 Coastguard Anniversary
92 Cable TV—a new growth industry in the US
92 Official appointments
92 Appointment of new Industrial Adviser
93 UK faces prospect of sustained growth—Mr. John Davies
94 Anglo-Romanian talks
94 Applications for temporary exemption from import duty
94 Conference on inspection techniques to aid quality assurance and productivity
94 Public inquiry into loss of ss *London Valour*
95 British commercial representatives overseas
95 Bank holidays
95 Textile firm to occupy Stanley factory
95 Further new industry in Barrow
95 Certificates of origin issuing bodies: change of name
95 Direct UK-Finland roll-on roll-off ferry
96 GOVERNMENT SURPLUS SALES
97 Patents endorsed 'Licences of Right'

STATISTICS

98 Index to statistics
99 The economy: selected indicators
100 Monthly report of the economic situation
102 United Kingdom trade in December 1971
107 Retailers' stocks in November
107 Retail sales in Northern Ireland
107 Business Monitor
108 UK computer market, during the third quarter of 1971

Programme of Trade Promotions 1972-74 i-lvi

110 United Kingdom overseas trade—Unit value and volume index numbers for November 1971
113 Turnover of the motor trades in November
114 Wholesale price index numbers—Continued slower increase in output prices
117 Registrations of British and foreign films
118 Turnover of the catering trades, laundries and dry cleaners and hairdressers in November 1971
119 Foreign visitors in November

TRADE PROMOTION

EXHIBITIONS AND FAIRS
120 Growing international importance of Harrogate Toy Fair
120 Joint venture at US show
121 EXPORT ORDERS

TRADE INFORMATION

TARIFF AND TRADE NOTICES
132 **Australia:** Tariff Board (Dumping) Inquiry on goods wagons
128 **Austria:** Variable import levies. Anti-dumping legislation
132 **Burma:** Further nationalisation of industries
136 **Canada:** Hazardous products (science education sets)
136 **Chile:** Payments by foreign shipping companies. Import duty reduction
130 **Denmark:** Temporary import surcharge—exemptions list
123 **European Communities:** Tariff quotas in the EEC. Common agricultural and fisheries policy. Commercial policy—rules of origin. UNCTAD generalised preferences scheme. Harmonisation of legislation. Imports from non-member countries
127 **France:** Duty-free quotas for imports of wood pulp, iron, etc. Liberalisation—horses for slaughter and horsemeat
131 **Ghana:** United Kingdom/Ghana loan 1971
130 **Greece:** Food and drink regulations
132 **India:** Supplementary budget
127 **Irish Republic:** Import tariff amendments. Imposition of duties—outer garments
130 **Israel:** Amendments tc import liberalisation list. Regulations of preservatives in foodstuffs
127 **Italy:** Value added tax
131 **Ivory Coast:** Importation of vehicle parts and accessories
136 **Jamaica:** Import licensing arrangements
132 **Japan:** Imports of sausage, ham and bacon
131 **Kenya:** New import restrictions
131 **Kuwait:** Certificates of origin
132 **New Zealand:** Rules of origin for goods from developing countries. New Zealand/Australia Free Trade Agreement. Customs Tariff inquiry—various goods
131 **Nigeria:** Invoices
136 **Peru:** Special concessions
130 **Poland:** Five-year Plan
128 **Spain:** Import quotas. Global quotas for 1972. Customs tariff amendments
136 **Venezuela:** Import licensing
130 **Yugoslavia:** Economic measures

© Crown Copyright 1972
Short extracts can be published without specific permission providing that the source is duly acknowledged.
The views expressed in contributions to *Trade and Industry* emanating from other than official sources are not necessarily those of Her Majesty's Government.
The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

A guide to the Department of Trade and Industry

HEADQUARTERS: 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877. TA "Advantage London SW1", Telex No 27366 Answer Back DTIHQ London).

Accidents Investigation Branch—Shell Mex House, Strand, London WC2R 0DP (01-836 1207, Telex 22110, TA "Civilair London WC2").

Accountancy Services Division—Hillgate House, 26 Old Bailey, London EC4 7HU (01-248 5757, Telex 886143).

Civil Aviation Branch—The Adelphi, John Adam Street, London WC2N 6BQ (01-836 1207, Telex 22110, TA "Civilair London WC2").

Aerospace (Assessment and Research) Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Air 1 Division (Launching Aid)—Horse Guards Avenue, London S.W.1 (01-930 7022).

Air 2 Division (Industrial Sponsorship)—Horse Guards Avenue, London, S.W.1. (01-930 7022).

Atomic Energy Division—Millbank Tower, Millbank, London SW1P 4QU (01-834 2255).

Business Statistics Office—Lime Grove, Ruislip, Middlesex HA4 8RS (01-866 8771/0).
Chartist Tower, Dock Street, Newport, Mon. NPT 1XG (0633 52277).

Central Secretariat—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Chemicals and Textiles Division—Millbank Tower, Millbank, London SW1P 4QU (01-834 2255).

Civil Aviation Divisions 1 and 2—Shell Mex House, Strand, London WC2R 0DP (01-836 1207, Telex 22110 TA "Civilair London WC2").
Division 3—The Adelphi, John Adam Street, London WC2N 6BQ (01-836 1207, Telex 22110, TA "Civilair London WC2").

Coal Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Commercial Relations and Exports Divisions—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Companies Investigation and Liquidation Branch—2 Bunhill Row, London EC1Y 8LL (01-606 4071).

Companies Registration Office—Companies House, 55/71 City Road, London EC1Y 1BB (01-253 9393).

Companies (Winding-up) Department—Inveresk House, 346 Strand, London WC2R OHJ (01-836 7733).

Computers Systems and Electronics Division—Dean Bradley House, 52 Horseferry Road, SW1P 2AG (01-799 5688).

Concorde Division—St. Giles Court, 1/13 St. Giles High Street, London W.C.2 (01-636 3644).

Controllerate of National Air Traffic Services—The Adelphi, John Adam Street, London WC2N 6BQ (01-836 1207, Telex 22110, TA "Civilair London WC2").

Directorate General of Safety and Operations—Shell Mex House, Strand, London WC2R 0DP (01-836 1207, Telex 22110, TA "Civilair London WC2").

Economics and Statistics Divisions—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Electricity Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000)

Energy Technology Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Establishment Divisions—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Export Licensing Branch—Norman Shaw North Building, Victoria Embankment, SW1A 2JB (01-930 4349, Telex 27366).

Export Planning and Development Division—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Export Services Division—Export House, 50 Ludgate Hill, London EC4M 7HU (01-248 5757, Telex 886143).

Europe, Industry and Technology Division—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Fairs and Promotions Branch—Hillgate House, 26 Old Bailey EC4M 7HU (01-248 5757, Telex 886143).

Finance and Economic Appraisal Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Fuel and Nationalised Industry Policy Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Gas Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Import Licensing Branch—Sanctuary Buildings, 20 Great Smith Street, London SW1P 3LB (01-222 7877, Telex 27366, TA "Explic London SW1").

Industrial and Commercial Policy Divisions—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Information Division—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Insurance and Companies Department—Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB (01-222 7877, Telex 27366).

Investment Grants Division—Sanctuary Buildings, 20 Great Smith Street, London SW1P 3DB (01-222 7877, Telex 27366).

Iron and Steel Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Machine Tools and Manufacturing Machinery Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Marine Division—Sunley House, 90-93 High Holborn, London WC1V 6LP (01-405 6911, Telex 264084, TA "Marbot London WC1").

Minerals, Metals and Electrical Engineering Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Mines and Quarries Inspectorate—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Nuclear Installations Inspectorate—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Overseas Projects and Technology Division—1 Victoria Street, London SW1H OET (01-222 7877, Telex 27366).

Paper, Printing, Publishing, Services and Distribution Division—Millbank Tower, Millbank, London SW1P 4QU (01-834 2255).

Parliamentary Branch—1 Victoria Street, London SW1H 0ET (01-222 7877, Telex 27366).

Patent Office and Industrial Property and Copyright Department—25 Southampton Buildings, Chancery Lane, London WC2A 1AY (01-405 8721, TA "Patoff London WC2"); Baskerville House, Browncross Street, New Bailey Street, Salford M3 5FU (061 832 9571).

Petroleum Division—Thames House South, Millbank, London SW1 4QJ (01-222 7000).

Regional Industrial Development Division—Millbank Tower, Millbank, London SW1P 4QU (01-834 2255).

Registry of Business Names—Companies House, 55/71 City Road, London EC1Y 1BB (01-253 9393).

Research Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Safety and Health Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Scientific Adviser's Division (Civil Aviation)—Shell Mex House, Strand, London WC2R 0DP (01-836 1207, Telex 22119).

Sea Transport Branch—34/36 Parliament Street, London SW1A 2ND (01-222 7060, Telex 24730).

Shipbuilding Policy Division—Thames House South, Millbank, London SW1P 4QJ (01-222 7000).

Shipping Policy Division—The Adelphi, John Adam Street, London WC2N 6BQ (01-836 1207, Telex 22110).

Small Firms Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Solicitor's Department—Kingsgate House, 66/74 Victoria Street, London SW1E 6SH (01-222 7877, Telex 27366)

Space Division—Prospect House, 100 New Oxford Street, London WC1A 1HE (01-636 3644).

Standards, Weights and Measures Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Tariff Division—Kingsgate House, 66-74 Victoria Street, London SW1E 6SH (01-222 7877, Telex 27366).

Vehicles and Mechanical Engineering Products Division—Abell House, John Islip Street, London SW1P 4LN (01-834 4422).

Norway: a North Sea neighbour (2)

by T. Quinlan, First Secretary (Commercial), British Embassy, Oslo

The first part of this article (*Trade and Industry* of January 13,) dealt with Norway's main economic characteristics. This week, without ignoring the difficulties of selling in a fragmented and highly competitive market, a closer look is taken at some of the export opportunities which exist for British manufacturers.

Britain's export performance

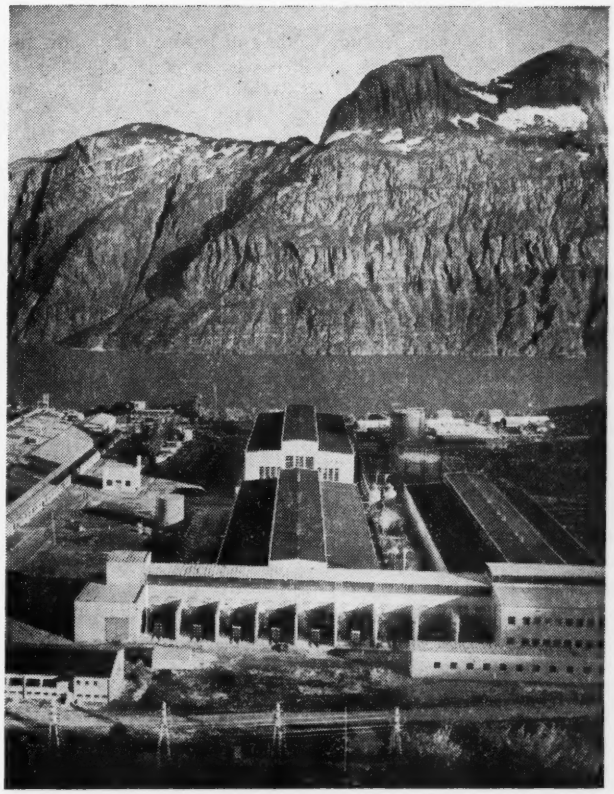
In 1961 the value of British exports to Norway stood at £72.5 million; by 1971 this figure had increased by over 125 per cent to £164.8 million (these statistics exclude the sale of ships because orders fluctuate considerably from year to year and tend to distort the pattern of trade). A 125 per cent increase in business in 10 years seems at first sight to be a remarkable achievement. But Norwegian statistics show that Norway's total imports also rose by over 125 per cent between 1961 and 1970 and British exporters have in fact lost some ground to their competitors: in 1961 we held a 16 per cent share of Norway's import market: in 1970 this had dropped to 13 per cent.

The Norwegian economy has been consistently at or near the top of the OECD growth league, with an average increase in GNP near to 5 per cent. Other Scandinavian countries too have enjoyed high growth rates, and these countries have a large and growing share of Norway's increasing imports. It is true, of course, that they have a strong advantage in common standards, taste and close links in industry and commerce as well as in language. These countries and the Federal German Republic are our principal competitors.

The approach to the market

With few exceptions and those mostly food products, there are no quantitative restrictions on our exports to Norway. Manufactured goods enjoy the EFTA regime of duty free entry. But the market is fragmented, geographically by the mountainous terrain which separates Oslo and the industrial south east from the prosperous West Coast centres of population, industrially by the tendency of industry to disperse regionally as well as to concentrate in the urban centres, and lastly by the large number of small but efficient manufacturing units (nearly 70 per cent of all companies are those employing less than 10 persons). The dispersal of industry, particularly along the West Coast, is aided by the availability of cheap hydroelectric power and the presence of natural deep water berths in the fjords. Buyers have a strong traditional preference for dealing with local men who can give them advice and service and to whom they can turn in case of difficulty or complaint. They go to local supply houses, and wholesalers for almost all their requirements.

The market structure therefore argues for the use of an agent in almost every field, and it is exceptional to achieve continuing business by any other means. Some 7,000 British companies are so represented. But with the distances that have to be faced and the severe winter climate, surface communications are not easy. Accommodation is expensive and agents covering the country effectively incur high travel overheads using the internal air services. Many therefore employ sub agents outside the Oslo area. However firms wishing to give coverage in depth to the West Coast may need to consider it a separate area for marketing purposes and appoint a separate agent.



Rugged and spectacular scenery is one of the non-commercial rewards of visiting prospective buyers in Norway. Norsk Hydro's saltpetre manufacturing plant in Glomfjord, south of Narvik, is in a particularly impressive setting.

To give of their best agents need support from their principals. One of the most effective means is by visiting the market, having thorough discussions with the agent and allowing sufficient time for calls upon important customers not only in Oslo and the south east, but elsewhere in Norway. Local air communications are good even in winter. Bergen for example is only thirty minutes flight from Oslo. A complaint often heard from customers outside the metropolitan area is that they receive visits from our competitors, but too rarely from British businessmen. Where a good customer exists a visit usually pays dividends; secondhand contact is a poor substitute. Some British firms who are doing well in the market have sent factory

(*continued on next page*)

This article is one of a series dealing with aspects of overseas markets which are of continuing importance to Britain. The largest markets will be dealt with by more than one article. The next articles in this series will deal with Sweden.

representatives to a target area for periods of perhaps two or three months to identify and evaluate potential outlets for their products. There are instances where it has proved worthwhile to attach a factory rep to the agent for a similar period to ensure that all significant business is pursued. These methods have been effective for exporters of mining supplies, engineering products, machinery and electronics and could be more widely considered.

Agents work to an Agency Code and before dismissing an agent or appointing a new one it is wise to check the Code's provisions. Copies are available from the Department of Trade and Industry at Export House (Tel. 01-248 5757).

The delivery problem

An important single factor which hinders us from keeping up with the market's growth rate is the doubt of many customers about our ability to keep delivery promises. It is not uncommon to hear that whilst price and quality may be right, the customers fears of late delivery send the business elsewhere. In a small business community news of a let-down travels fast and does not diminish in the re-telling. And in such matters Norwegians have long memories. Moreover, individual failure can give rise to sweeping general condemnations of British exports as a whole, doing unjustified damage to the reputation of the great majority whose performance is beyond criticism. It is therefore important not to quote unrealistic deliveries because if the delivery date is not met there will be no further orders. The delivery delay can be the kiss of death, but if events beyond control do cause a delay, it is imperative that the Norwegian customer should be put in the picture at the earliest possible moment. If he is taken fully into one's confidence he may be able to adjust his own programme, to some extent alleviating the ensuing difficulties. But if delivery promises are met and price and quality are right there is no reason why British companies should not maintain their share of the market; given the goodwill they enjoy in Norway they should in fact be able to increase it.

A typical mountain road in Norway. Even in the summer months road communications can be difficult and time-consuming.

Consumer goods

Consumer goods despite their relative success in recent years represent only a modest part of the value of our total exports. Nevertheless the rise in the standard of living, now assessed by some economists as higher than Britain's, has created a growing demand. Norwegian households are now extremely well equipped with domestic electrical appliances. For instance, 98 per cent of all households own an electric cooker, 83 per cent a refrigerator, 81 per cent a vacuum cleaner, 79 per cent a washing machine, 76 per cent an electric food mixer, 45 per cent a freezer, 45 per cent a sewing machine and 96 per cent an

Export Publicity for Industry

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from Industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TB (0632 27575—Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (0532 38232—Telex EconPlan 55472—message to be prefixed for COI).

NORTH MIDLAND: Mr. T. Cooban, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121—Telex 37572).

EASTERN: Mr. P. L. K. Schwabe, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge, CB2 2DF (0223 58911—Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371—Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261—Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (0272 21071—Telex 44203).

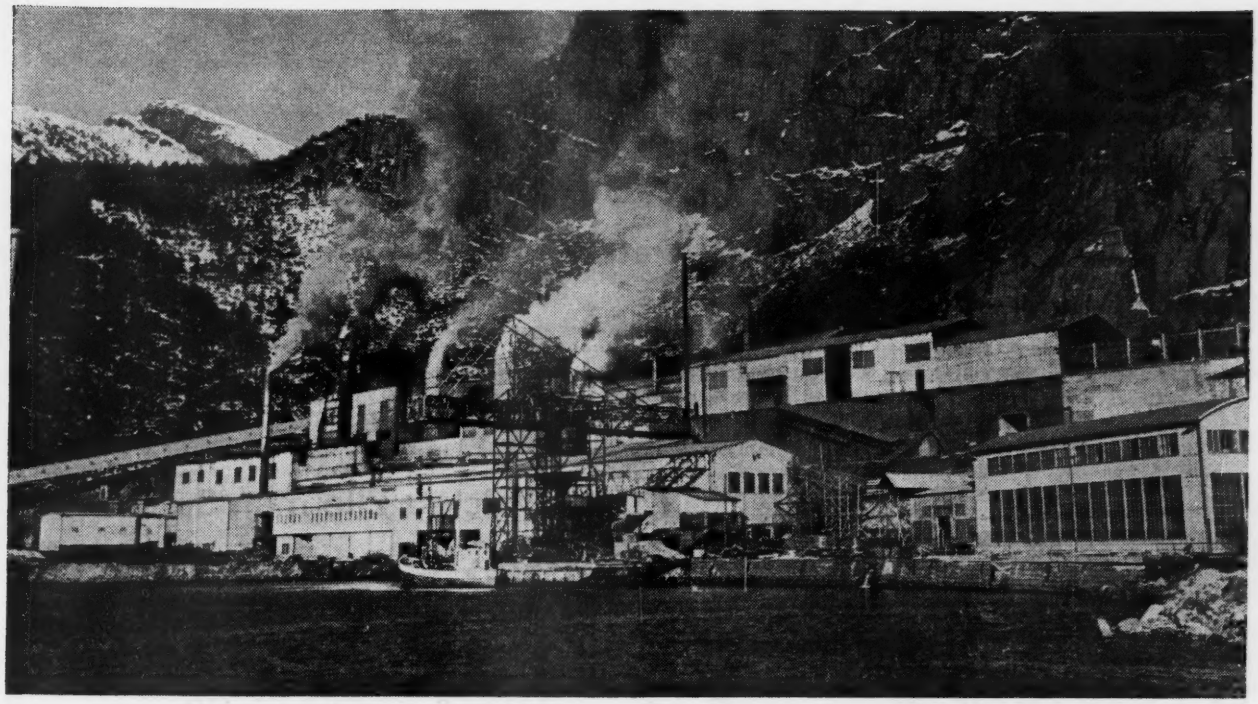
MIDLAND: Mr. D. C. Boyd, Five Ways House, Islington Row, Birmingham 15 (021 643 8191—Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Buildings, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111—Telex 667830).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501) District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670—Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Brian Evans, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066—Telex 49327).



'The dispersal of industry' is well illustrated in this view of the Bremanger Smelting Plant, sandwiched between fjord and fjell at Svelgen.

electric iron. This might indicate a near saturation of the market, but it also indicates a high replacement potential. Electrical apparatus connected to the mains has to be approved by the local standards authority whose standards are high. The approval can only be obtained by a local agent. British exports of clothing, footwear and carpets have also shown good progress in recent years and there is every hope that this will continue.

The structure of Norwegian retailing argues for the use of agents. There are few truly departmental stores outside Oslo and Bergen and very few chain stores. The population of under 4 million is served by some 35,000 retail outlets. But those British exporters who have tackled the market for consumer goods with energy and vigour have earned useful business.

Capital goods and components

It is with capital goods and components that the prospects for large export earnings lie. As a small country Norway very naturally cannot support a full range of industry, and existing industry must buy a great deal of its requirements of materials and equipment from abroad. The preceding article outlined the progress of Norway's main export earners and many of these are also substantial importers. Their growth rate is an indication of the potential. Nearly 20 per cent of Norway's import bill is spent on machinery and instruments, about 10 per cent on ships, 8 per cent on chemical products and 8 per cent on textiles and textile fibres. Fuel imports account for a further 8 per cent, motor vehicles 7 per cent and iron and steel about 6 per cent.

In a market where practically all commodities can be sold provided the usual criteria of price, quality, design and delivery are right, it is difficult to single out particular commodities as having the best possible future prospects. However, there are areas where we enjoy a better competitive position than in others, and where the growth of the local market in recent years presents a better potential. Apart from the consumer goods already mentioned, some of these growth areas are scientific and medical instruments and electro-medical equipment; paints of the protective (not decorative) variety; construction equipment; machine tools and hand tools.

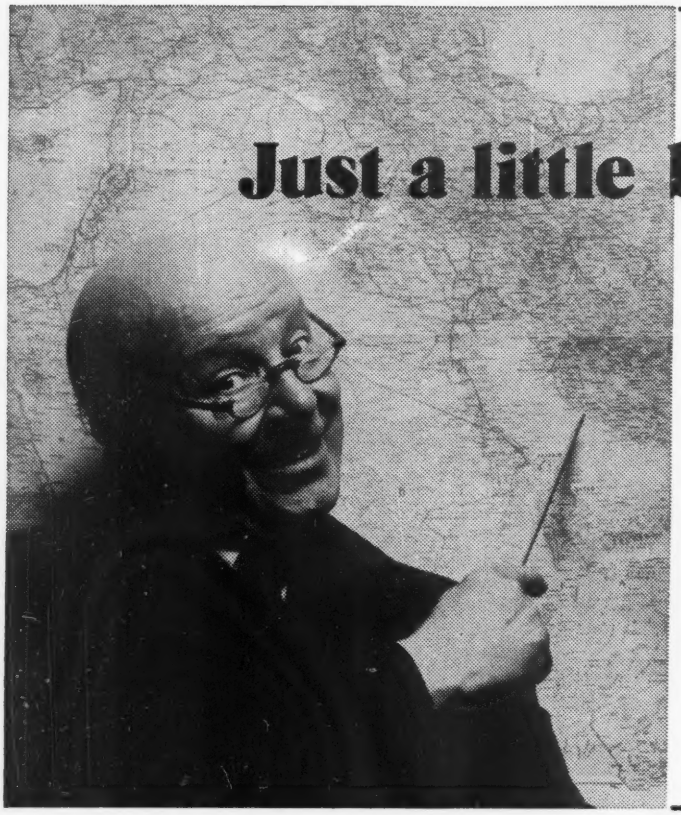
Conclusion

Norway is an important market and Britain's 14th largest overseas customer despite a total population of less than 4 million. The small reserves of skilled labour lead to a capital intensive use of production capacity, and thus to an increasing demand for modern plant. The market is fragmented geographically and industrially although there is a concentration of population and industry in the south eastern area around Oslo. A great number of British firms have found that the best way to sell their products is through an agent. An agent needs support and regular visits are desirable to this end. If an exporter is not doing as well as hoped a visit may be needed to find out whether the agent's approach to the market is suitable. If a visit is desirable, preparatory research is essential. Some of the material likely to be needed is available from the Department of Trade and Industry, either through the local Regional Office or from Export House in London. The DTI may also be able to help with other exporting problems.

The key to satisfactory exporting to Norway usually lies in finding a good agent and giving him the necessary support. The Commercial Dept of the British Embassy in Oslo and the Consulate-General in Bergen are keen to help British exporters wherever possible. We look forward to seeing you and helping you to make your visit a success whether you are expert in the market or are visiting it for the first time.

REPRINTS OF 'T & I' ARTICLES

Reprints of *Trade and Industry* articles should be ordered within one week of publication from: Director of Publications (PI), HMSO, Atlantic House, Holborn Viaduct, London EC1P 1BF. Reprints cost £3 for 250 copies of a page or part-page, plus 25p for each additional 125 copies: carriage extra.



A very rich and vital export market. After eighty years of trading between the U.K. and Arabian and Iranian ports we like to think we know a lot about it. We've

Just a little bit east of Suez

certainly carried more cargo than any other service and we've grown. We now offer the widest choice of loading and discharge ports – more sailings each month – the fastest documentation – refrigerated cargo facilities – heavy lifts (180 tons) – fork lift trucks on all our vessels. We're confident but not complacent. We'll stay ahead by worrying about your cargo, and if we do that . . . . . YOU DON'T HAVE TO.

Strick & Ellerman Service

Eighty years in the Middle East Trade providing a fast service to Arabian and Iranian ports.

(and to Teheran via Khorramshahr or Bandar Shahpour, and Baghdad via Basrah, on Through Bills of Lading).

FRANK C. STRICK & CO. LTD.
12-20 Camomile St., London EC3A 7HB.
Telephone: 01-283 4650. Telex: 888017 and 887641 and at Liverpool, Manchester, Glasgow and Cardiff.

KANOO can help you in The Gulf

SHIPPING

We provide a complete shipping agency service which is backed by the resources of our diving, clearing & forwarding and lighterage contracting departments.

COMMERCE

We represent many leading British, European and American manufacturers and have much experience in handling international contracts.

TRAVEL

A fully comprehensive travel agency service puts the expertise of our skilled and highly-trained travel staff at your disposal.

INSURANCE

Our general agency for the Norwich Union Fire Insurance Society Limited enables us to provide all classes of personal and commercial insurance.

There are Kanoo offices in Manama, Sitra, Mina Sulman & Muharraq (Bahrain), Dammam, Dhahran, Al Khobar, Ras Tanura, Riyadh, Jeddah and Ras Al Khafji (Saudi Arabia), Abu Dhabi, Dubai, Sharjah and Ras Al Khaimah.

YUSUF BIN AHMED KANOO

P.O. Box 45, Bahrain, Arabian Gulf. Cables: Kanoo Bahrain. Telex: GJ 215.
London Office: 1 Balfour Place, London W1Y 5RH. Tel: 01-499 7867.

Dubai—accent on liberal trade

by G. T. Burgess,
First Secretary (Commercial),
British Embassy, Dubai

THE UNITED ARAB EMIRATES

On December 2, 1971, six of the seven former Trucial States formed a federation to be called the United Arab Emirates. It is hoped that the seventh, Ras al Khaimah, will join the UAE in the near future. With its birth all the existing treaties between Britain and the individual States came to an end but a new treaty of friendship with the UAE was signed immediately. With the signing of the new treaty of friendship a challenging prospect is offered to British exporters in a region destined to play an important role in a vital and rapidly expanding area of the Arab world. The articles below describe economic conditions in Abu Dhabi and Dubai, the two largest members of the United Arab Emirates.

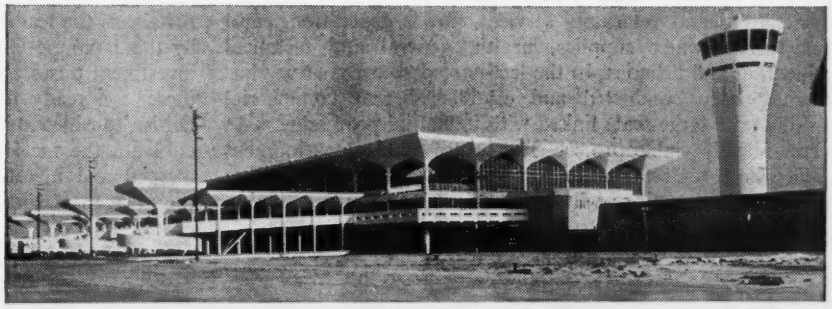
Development of Dubai: an important entrepôt

UNTIL 1969 Dubai was entirely dependent on income from import duties derived from its entrepôt trade, the development of which is due to the commercial expertise of a local merchant community justly famed throughout the Gulf backed by the energy and vision of Shaikh Rashid bin Sa'id al-Maktoum who has devoted himself to directing the orderly expansion of Dubai's traditional trading activities to a point where the State's reputation as a trading centre is recognised internationally. To assist him in the accomplishment of his purpose, the Ruler, aided by a handful of shrewd and dedicated advisers has placed few obstacles in the path of the foreign firms and investors attracted to Dubai by the commercial and financial opportunities which it offers. Shaikh Rashid has refused to grant monopolies and insists that undertakings must be capable of standing on their own feet without Government backing. To aid development Municipal regulations have been brought into force to permit firms of recognised international standing to operate without local partners or the need to deposit bank guarantees. Everything possible is being done to ensure that the economy and future progress of Dubai is based firmly on a solid base of free and competitive trading both within and far outside the lucrative and rapidly expanding market offered by the Union. Port Rashid, the giant new harbour complex being built by a British contractor, is well on the way to completion and will provide the largest deep-water port facilities in the Middle East. An adjacent area has already been earmarked for peripheral industries and a free-trade zone. The new international airport is being prepared for the arrival of jumbo jets while the network of roads designed to link member States of the Union progresses.

Oil—a bonus

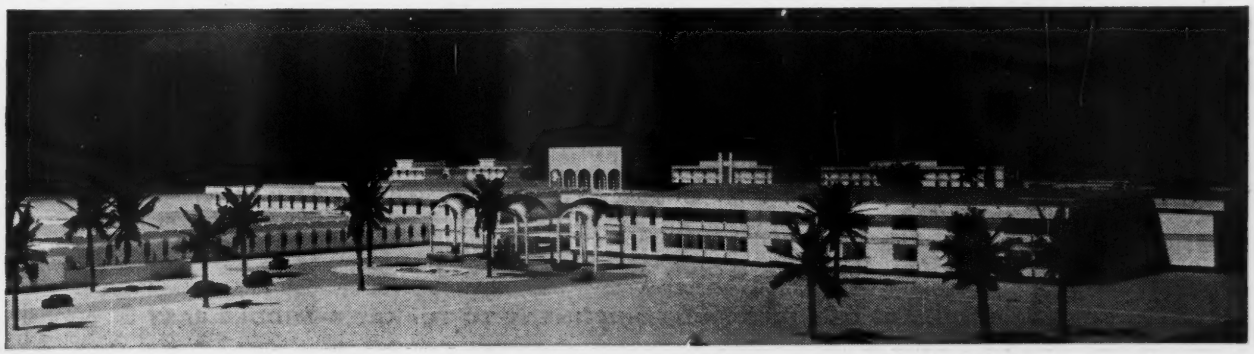
Recently Sayed Mehdi al Tajir, Director of the Department of Petroleum and Ruler's Affairs, stated 'Oil is, and will remain, secondary to trade'. Nevertheless Dubai's income from oil which last year amounted to nearly £13 million will increase in step with the major expansion programme already under way which is designed to increase production to 300,000 barrels a day from the present figure of 100,000 b.d. When the

(*continued on next page*)



Dubai International Airport, terminal (right) was designed by Page & Broughton, built by Costain Civil Engineering Ltd., and financed by a loan from Lloyds Bank valued at £4.1 million. A model of Al-Rashid Hospital, Dubai (below)

The project is scheduled for completion mid or late 1972. Construction is being undertaken by Bernard Sunley & Co. Ltd. at an estimated cost of £6.5 million. Finance has been arranged by Morgan Grenfell & Co. Ltd. Architects, design and planning consultants for this hospital project were John R. Harris, London.



MIDDLE EAST MARKETS

Previous articles in this series were published in the following issues of *Trade and Industry*:

Kuwait—a backdrop to business: September 9
Iran—land of a famous past and a brilliant future: September 23
Lebanon—gateway to the Middle East: October 7
Sixty reasons for exporting to Israel: October 28.
Algeria—a vast construction site: November 18.
Saudi Arabia—Britain's leading Arab Customer: December 28
Bahrain—need to maintain a relationship: January 6
Qatar—scene of great activity: January 6

DUBAI
continued

programme has been completed next year income from oil should bring Dubai around £50 million annually. A bonus indeed. Development of the Fateh field located 60-odd miles offshore has involved the employment of exciting new techniques for underwater storage which might well set the pattern for similar offshore operations throughout the world. The technological development of oil recovery in Dubai's offshore fields, the availability of the fine new port, the presence of sixteen banks with their combined expertise in all aspects of import/export and development financing, and, above all, the liberal attitude of the authorities have combined to attract more and more firms to Dubai where they can operate in freedom from the restrictions imposed elsewhere.

Development schemes

The Trucial States Development Fund was created in 1965 to promote basic development throughout the then Trucial States. Initial contributors were Britain, with £1 million spread over three and a half years, and Abu Dhabi. In recent years Abu Dhabi has made by far the major contributions which reached a total of £2.6 million during 1971. The Trucial States Development Office located in Dubai has planned and partly financed a capital works programme for the development of road communications, coastal protection measures, agricultural and veterinary services, power generation, rural and urban water supplies, health, general and technical education and fisheries. In the last-named sector a survey has already been conducted and established that commercial fishing on a large scale linked with industrial processing is an economically viable project. The future of the Development Office however remains in some doubt and it is likely that many of its functions will be absorbed into the new Union Ministries. There is no doubt whatever of the prime importance of continuation of the development work the Council and its advisers have pioneered, and this fact is recognised by the Union's leaders and will increasingly occupy their attention in the planning and execution of Union affairs.

British trade and the role of British firms

The comparatively sheltered market engendered by the close ties which have developed between Britain and Dubai has resulted in Britain occupying a leading place in the league table of trade and the recently signed Treaty of Friendship expresses the mutual desire to 'strengthen and develop' trade and commerce between the two partners. In the first ten months of 1971 Dubai imported from Britain goods worth QDR. 160 million (approximately £14 million) representing 18.3 per cent of the total imports of QDR. 764 million (£73.4 million). These figures do not include imports of gold bullion the bulk of which comes from London. Profits from the sales of gold through what is euphemistically described as the 'transit trade' are frequently siphoned off to finance land purchases for development, building construction and the stocking of commodities which can readily be sold in Dubai or adjacent countries. British contractors are at present engaged in capital works worth over £40 million including the deep-water port, the corniche, the new 392-bed Al-Rashid hospital, police headquarters and Government offices. In association with British consultants and architects with unrivalled experience of major works throughout the Arab world they have justifiably earned themselves good reputations for performance and efficiency, and, with new major contracts pending, seem well placed to secure further lucrative business.

And for the future?

Inevitably competition from other leading suppliers will increase and with the end of the special relationship other and new competitors will turn their attention to this expanding market. Japanese exporters present a particular threat. With Japanese oil interests already firmly established throughout the Gulf, Japan has twice already, in 1968 and 1969, surpassed Britain as the leading supplier and the recent measures taken by the Japanese Government to actively encourage overseas investment poses an additional threat. Nevertheless in Dubai there is a ready fund of goodwill towards Britain, and to British businessmen, and those who take the trouble to cultivate the market can profitably participate in the commercial and investment expansion which, given stability in the area, most certainly lies ahead.

FOR FAST OVERLAND SERVICES Containers, Tankers, Low Loaders, Box, Tilt and Refrigerated T.I.R. Trailers
GROUPAGE & FULL LOADS
TURKEY, IRAN, IRAQ, KUWAIT, SAUDI ARABIA
BAHREIN, ABU DHABI, DUBAI, DOHA, LEBANON, SYRIA, JORDAN, AFGHANISTAN, PAKISTAN
GREECE, BULGARIA, YUGOSLAVIA, RUMANIA, HUNGARY, AUSTRIA, CZECHOSLOVAKIA, POLAND, MOSCOW, TRIESTE
Also to: HOLLAND, BELGIUM, GERMANY AND AUSTRIA
ECONOMICAL RATES BY SEA TO ISTANBUL, ISKENDERUN, HENCE BY ROAD OR RAIL TO IRAN, IRAQ, KUWAIT
ALSO ROAD TO ISTANBUL THEN AIR TO MIDDLE EAST
TOPKAPI T.T.T.
HEAD OFFICE: LONDON, GILLIES STREET, N.W.5. Tel. 01-267 3221 Telex. 267 717
ALSO DAILY GROUPAGE FROM THE REGIONS ON THROUGH RATE
GLASGOW Tel. 041 221 0381. Telex 77174 MANCHESTER Tel. 061 872 5671. Telex 668716
BIRMINGHAM Tel. 021 552 5391. Telex 339080 BRISTOL Tel. 0272 23137. Telex 44129
SIMILAR GROUPAGE SERVICES FROM CONTINENT TO TURKEY & MIDDLE EAST

Abu Dhabi: large and growing oil income

by Peter Dow, Second Secretary (Commercial), British Embassy, Abu Dhabi

WITH probably the highest per capita income in the world; an area of 25,000 sq. miles; an estimated population of about 85,000 (including expatriates) and an annual oil income of £150 million which is still growing fast, Abu Dhabi offers a rapidly expanding market to British exporters.

The town of Abu Dhabi is now the temporary capital of the United Arab Emirates. The Shaikhdom of Abu Dhabi has only two major towns: Abu Dhabi on the coast; and Al Ain, an oasis, a hundred miles to the east bordering on Oman.

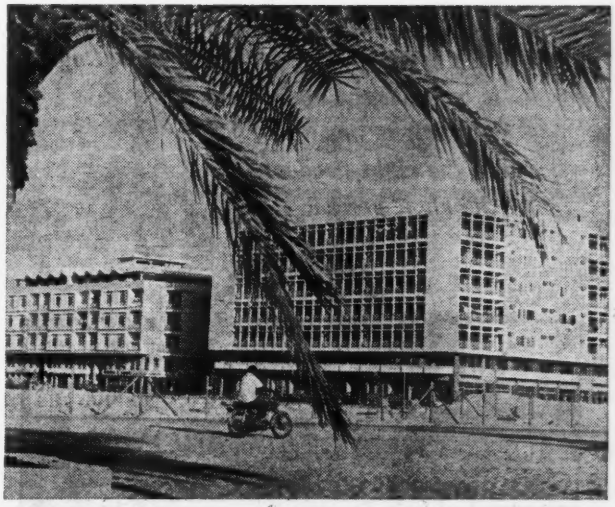
Development in Abu Dhabi has been enormous: in 12 years it has grown from a small fishing village to a flourishing capital with all modern amenities. Oil was first discovered here in 1959 and production and export in commercial quantities started in 1962. There are two major fields: Abu Dhabi Marine Areas (off-shore), and Abu Dhabi Petroleum Company (on shore). In the first eight months of 1971, 28.2 million tons were produced from the two fields: the latter figure shows an increase of about 20 per cent on the 1970 figure.

All this progress has not been without its problems. Once the development boom really started in 1967 expenditure outran income and a recession set in during late 1968 and into 1969. By 1970 the economy was showing signs of recovery. Today the revenue and expenditure situation is very healthy.

The Government of Abu Dhabi is under the personal direction of its Ruler, Shaikh Zaid bin Sultan al Nahayyan. There are now also Ministries to look after the internal affairs of the Shaikhdom. As part of their forward thinking the Government have set up an Arab Development Fund the aim of which is to help other Arab States either with direct injection of finance or by help in projects.

Government spending

Government sector spending still accounts for a major part of the oil income, and is mainly confined to the importation of capital goods and to private building projects. Among the many projects completed are the power station (which is virtually totally British); the international airport and the road networks. Under construction are a deep water harbour, scheduled for operation in mid-1972; a town sewage system: new vegetable and meat markets in Abu Dhabi and Al Ain and a considerable network of new secondary roads. In addition feasibility studies on a refinery have commenced. Other projects under consideration are a sulphur and sulphuric acid plant; and a cement factory. In the private sector apart from considerable domestic building, there is a Hilton Hotel being built on the sea front in Abu Dhabi; this is a complete turnkey project by a British contractor.



New buildings in the centre of Abu Dhabi.

What then are the prospects for business in Abu Dhabi? There is no snap answer to this, but a continuing need exists for expertise in all spheres of consultancy and contracting work. There is a continuing demand for all kinds of high class consumer durables, foodstuffs and clothing. As projects develop there will be further needs for machinery, and for transport as the road networks grow. Abu Dhabi is not a sophisticated market, and equipment of all kinds must be robust and able to cope with hard treatment both from the user and the climate. But business can be obtained, and this

(continued on page 91)

THE MIDDLE EAST ASSOCIATION

The Trade Association for the Middle East and North Africa

£25,000 MILLIONS will be received as oil revenues in the period 1971-75
The Middle East Association provides a comprehensive service of advice on a wide variety of trading problems in the area.

FURTHER INFORMATION and MEMBERSHIP ENQUIRIES to:
The Secretary: THE MIDDLE EAST ASSOCIATION
33 Bury Street, St. James's, London, SW1Y 6AX Telephone: 01-839 2137

The formula for successful exporting is being in the right market at the right time with the right product at the right price.

That's why together with our subsidiaries and associates we're in over 30 major trading areas, seeking out information on local market conditions, making contacts with likely agents and potential buyers carrying out market intelligence. Helping exporters to achieve the formula for success.

For full details contact our Trade Promotion Department.

The Chartered Bank

Head Office: 38 Bishopsgate, London, E.C.2.
Tel: 01-588 3688

A MEMBER OF STANDARD AND CHARTERED BANKING GROUP LIMITED

The British Bank of the Middle East.

North Africa
Near and Middle East
India
Switzerland

20 Abchurch Lane
London EC4N 7AY
Tel: 01-623 2030

A Member of the Hongkong Bank Group

is best done by personal visits, and less so by letter writing.

The way to good orders is not an easy one. There are many pit-falls into which the unwary may stumble, and even the most hardened businessman has often met his match in Abu Dhabi. To make life easier it is essential to have a good local agent for whatever sphere work is to be undertaken. For contractors and consultants another essential employee on the pay-roll is a good Public Relations man (preferably an Abu Dhabian) who can talk to local people of note and explain difficulties as well as beating the drum with the good news as and when it happens.

The Abu Dhabian is still basically a cautious man and requires time to make his mind up. Time is expendable and representatives must be prepared to sit, talk and wait for longish periods if they hope to land reasonable orders.

Far East competition

In the past Abu Dhabi has been British-orientated, but with the Emirate's emergence upon a broader stage more people are coming in from the Far East, particularly from Japan, from Australia and from European countries (both East and West). Abu Dhabians are travelling extensively around the world and can compare products, services and prices from personal observation.

Abu Dhabi, although it need not be so, is quite price conscious. Exporters must therefore be flexible in their attitude towards price and be prepared, if necessary, to discuss price reductions on the spot, and with the full authority of their head offices.

Abu Dhabi will continue to expand and in another three years the oil production will be double that of today, and the economy can only continue to grow. The demands on finance will increase from other States in the Union who are not blessed with oil incomes. British exporters must therefore look closely at their representation here—the days have gone where one agent, perhaps based as far away as Beirut, covered the whole of the Trucial States. The motto of 'an Abu Dhabian for Abu Dhabi business' must be in the minds of all exporters. The desire to keep on old non-Abu Dhabian agents for sentimental reasons is quite understandable but cannot be long maintained if trade is to increase.

The International Airport at Abu Dhabi, opened in 1970. Air traffic control at this airport is operated by a British company, IAL Limited.

Coastguard Anniversary

HM Coastguard celebrated its 150th Anniversary on January 15, Mr. John Davies, Secretary of State for Trade and Industry sent the following message to the Service:

'On the occasion of the 150th Anniversary of HM Coastguard Mr. Anthony Grant and I, as the Ministers responsible for marine affairs in the Department of Trade and Industry, would like to send our best wishes and congratulations to all Coastguards.

'The Service has a fine record down the years and everyone is rightly proud of its achievements in its modern role of search and rescue at sea. Good use is being made of new communication equipment and the development of new services such as the Trawler Support Operation off Iceland, the Radar Surveillance at Dover Strait and the rescue helicopter at Manston. The opening of the Coastguard School at Brixham and new techniques in training and exercise are helping to maintain the high level of efficiency which enabled the Service to handle over 4,500 incidents last year.

'The co-ordination of search and rescue at sea is a vital service. Mr. Grant and I are sure that you will be equal to the very important tasks that lie ahead.'

OVERSEAS AID FOR EXPORTERS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of the names and addresses of British commercial representatives overseas is published quarterly as a supplement to *Trade and Industry*, and last appeared on January 6.

From the Atlantic to the Gulf the Arab Bank is at your service

If the Middle East is included in your business development, or if you are interested in exporting to this rapidly expanding market, then let the Arab Bank the resident bankers with the knowledge and ***forty-two*** years experience of local and international banking advise you. The Arab Bank has forty-one branches throughout the area, and can provide complete information on economic intelligence and local market conditions.

From Morocco to Abu Dhabi the Arab Bank can be your eyes, ears and helping hands wherever Arabic is spoken.

The Arab Bank Ltd

Doyen of Middle Eastern Banking

Management: Amman, Jordan

	Jordan Dinars	£ Sterling
Capital and Reserves	15,000,000	16,800,000
Deposits	123,500,000	138,320,000
	as at June 30th, 1971	J.D. (Jordan Dinar) = £ sterling 1.12

Branches of the Arab Bank in: Abu Dhabi, Bahrain, Dubai, Gaza, Jordan, Lebanon, Morocco, Qatar, Ras Alkhaimah, Saudi Arabia, Sharjah, Tunisia
To be opened shortly: San'a, Hodeida and Ta'iz (Arab Republic of Yemen)
Ajman: Arabian Gulf Ras Alkhaimah: second branch.

Sister Institutions

ARAB BANK (OVERSEAS) LTD.
(Registered under Swiss Law)
Talacker 21, Zurich Telephone: 051/25.50.35
Telex: 52.279
Capital & Reserves: S.Fr. 36,650,000

and at
3, Rue du Marché, Geneva
Telephone: 022/25.43.55 Telex: 22.038

ARAB BANK A.G.,
(Registered in West Germany)
15, Grosse Gallustrasse, Frankfurt/Main
Telephone: 20306 Telex: 414149
Capital D.M. 5,000,000

ARAB BANK (NIGERIA) LTD.
P.O. Box 1114, Lagos, P.O. Box 318 Kano
P.O. Box 537 Apapa

Cable TV—a new growth industry in the US

CABLE-distributed TV entertainment, from a bucolic beginning in the more sparsely populated regions of the US in the early 1950s, started to move into the cities and suburbs in the mid-60s. But it was met by a succession of rear-guard actions by the entrenched TV and entertainment industries. With the latest agreement between all the forces involved (cable system operators, broadcasters, copyright holders and Government) announced in Washington on November 11, 1971, it now seems the war is over, at least for a few years. Cable TV can expand, with some restrictions, into the major and more lucrative market areas.

Cable TV has grown from 70 systems with 14,000 subscribers in 1952 to 2,500 systems with over 5 million subscribers in 1971. By 1980 the number of subscribers could well be 20-25 million (one in three families), expanding the equipment market from slightly under $100 million per annum in 1970 to about $350 million by the mid 70s. These assessments could prove conservative if some of the dreams of cable system operators come true.

The British Trade Development Office in New York has prepared a study of the US Cable TV industry and its prospects. The report covers the history, the legislation and technical facets of this new growth industry. It includes a description of a cable TV system, typical technical specifications for equipment and forecasts of the considerable potential for growth. It also discusses some of the ideas that the industry has for the future, including the expansion of cable TV into a mass market multi-purpose communications network.

The report concludes that, even though the major US electronics companies are slowly moving into this new major growth market, there are many opportunities for British manufacturers who are prepared to make the necessary investment in time and money.

Copies of the report may be obtained free of charge from the Export Services Division of the Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4 (Tel: 01-248 5757, Ext. 493).

Official appointments

THE Secretary of State has authorised the following appointments:

Councillor K. Loudon, of Leeds, to be a member of the North Eastern Gas Consultative Council.

Alderman Mrs. H. K. Edmund-Johnson, of Southampton; Councillor Mrs. E. Jackson, of Chipping Norton; County Councillor W. Burrells, of Wantage; and Mrs. J. Pike, of Petersfield, to be members of the Southern Gas Consultative Council.

THE BBC EXPORT PROMOTION SERVICE

The primary aim of the BBC Export Promotion Service is to report Britain's progress as an industrial and trading nation and thus help to promote a favourable climate for exports. Every day the BBC tells the world about British business, industry, finance, technology, agriculture and science. It reports British achievements, progress and know-how, using the expert knowledge of its specialist reporters. Products and manufactures are named in these industrial broadcasts and inquiries resulting are passed on to manufacturers. The BBC broadcasts overseas in English and 39 other languages. Manufacturers who have an interesting story about British inventions, new products, unusual or striking export achievements, participation in overseas fairs, visits abroad, etc., are invited to contact the BBC. Telephone the Export Liaison Manager, BBC External Services, at 01-240 3456, Ext. 2393/2039 or write; Export Liaison Manager, BBC External Services, Bush House, London, WC2B 4PH.

Mr. John Davies (left), Secretary of State for Trade and Industry, with Sir Maurice Laing (centre) and Dr. H. Abs of Sussex University, during a seminar on 'British business in an enlarged Community' at the University.

Midlands Electricity Board chairman's retirement

The Secretary of State for Trade and Industry, Mr. John Davies, has agreed to the early retirement of Mr. Eric Bates, Chairman of the Midlands Electricity Board, and has accepted his resignation as from March 31, 1972.

Appointment of new Industrial Adviser

THE Secretary of State for Trade and Industry has appointed Mr. F. David Banks as an Industrial Adviser. This appointment keeps the present team to five, on the departure of Mr. A. Charles Buck, who was on secondment from Reckitt and Colman Ltd. Mr Buck has completed his term of Government service and is returning to industry.

Mr. Banks, who is 38, was formerly with Rank Leisure Services, where he was financial controller. He is a chartered accountant, with general management, financial and consultancy experience, gained with such companies as ICI, English Electric and Stone-Platt, before joining Rank Leisure Services.

The following is a list of the present Industrial Advisers within the Department:

	Previous Appointment
H. Campbell	Research Manager, Chloride Group General Manager of two companies in the Chloride Group—Electric Power Storage Ltd. and Alkaline Batteries Ltd.
K. J. Griffin	Area Secretary, Cardiff Area, Electrical Electronics and Telecommunications Union—Plumbing Trades Union.
D. W. Hardy (Co-ordinator)	Vice-President, Finance and Administration, American Leaf Organisation Imperial Tobacco Group Ltd.
D. J. Liston	General Manager, Plastics Group Metal Box Ltd., and Managing Director, Shorko-Metal Box Ltd.

Notes

Industrial Advisers were first brought into Government in 1964 in order that Departments should have the benefit of up-to-date and independent experience and advice in the formulation of industrial policy. They are available to provide advice from within the Department across the whole range of its responsibilities. (The industrial Advisers are quite distinct from the team of businessmen centred in the Civil Service Department who concentrate more on problems of civil service organisation and management).

The Industrial Advisers are usually men with Board experience on two year secondment from their firms. Although assigned to individual areas of work, they operate very much as a team, each drawing from the others' experience of the different fields of industry and of the various aspects of management expertise.

In addition to general advice on policy they are available for consultation on particular problems, for participation in projects, and for membership of committees and working parties. They also provide advice for other departments and are members of EDC's.

UK faces prospect of sustained growth

— Mr. John Davies

BRITAIN is moving towards a period of economic growth, which, exceptionally for the UK, will run on for several years, Mr. John Davies, Secretary of State for Trade and Industry, told the Birmingham Chamber of Commerce and Industry on January 17. 'In moving off into the foothills of growth we cannot see the mountains that lie beyond, but what does seem certain is that whether they are Himalayas, Alps, or Urals, they are a deep range with which we here are not particularly familiar,' said Mr. Davies. 'Whether we are moving into annual growth at a rate of 3, 4 or more per cent this time, quite exceptionally for us, we are going to see that growth maintained over several years ahead.

'There may be some measure of guessing as to the immediate rate of increase, but little doubt that it will be sustained. We have for decades past sought growth that did not embody the seeds of is own decline. In my judgment at this time we seem to be on the edge of achieving it.

'But any failure to recognise this and to act on the portents will itself exact some pretty disagreeable penalties. If, as a result of waiting over long to make sure that this time it's real, investment plans are unduly held up, then there is a real danger that—in due course—it will not be markets that are lacking . . . or capital . . . or manpower—it will be modern plant that will be wanting. It will be wanting because the capital industries will have been enfeebled through lack of orders followed by demands they cannot fulfil without long delays, and with the growing difficulty of choosing between equipping the home market and meeting oversea requirements.

Investment level

'The inadequate level of investment, which has been the consequence of years of inadequate growth and of deteriorating profit and of stop-go uncertainties, has certainly done no good to those who are concerned with final products. And for those whose business is in such parts of the hardware of investment as machine tools, the present decline in orders has been very damaging.

'They, at long last, can look forward, too, to the same expectation of continued and steady expansion of their market. But they are at the end of the pipe-line in growth terms and their moment of relief still looks some way off. The great producers of components and final products for the market that are the pride of this city and this area should ponder whether they can look forward to the instantaneous response they expect from their machine-tool and engineering and process-plant suppliers if they keep them in suspense for too long.'

Eleven million more people

Turning to regional policy, Mr. Davies said: 'In almost any guise this means levies on prosperous areas to subsidise unprosperous ones. Those levies may take the form of taxation to fund incentives or they may take the form of coercion to shift expansion and investment from one place to another.

'There is a line of argument which says that any such methods damagingly distort economic forces and must therefore damage rather than improve national economic performance. There is undoubtedly some substance in this argument. I have little doubt that in the short-term the abandonment of controls and incentives for regional purposes would probably enhance the national product and would, on balance, improve industrial performance. In the long term, I'm sure it would not.

'We are going, it appears, to have to accommodate some 11 million more people in these islands by the end of the century. If we made no effort to try to keep a reasonable spread of occupation of our country we should be facing economic problems of over-crowding in the Midlands and South East of a very serious kind quite apart from the social ones.

'Of course it would be highly convenient to say the least if market forces found in time the correct balance between the contrasting advantages of location here and manpower there but they won't. They will give rise to agonising maladjustment, social distress and economic deterioration. I don't think there are many here tonight who think differently.

Self-reliance

'Characteristically, too, with the strong spirit of self-reliance that is so much a part of the Birmingham scene most would prefer to cough up that extra to support the less favoured parts of the country rather than to forgo their own plans of development here and see them re-located there. The attitude I have detected from many delegations that have been to see me can be summed up in the words "Let us develop with our own natural genius for doing so and in our own way and you can count on us for any amount of support to help less fortunate areas." Unfortunately, Mr. President, that is just not enough.

'The trouble is that cash incentives can be poor creators of real investment and that on occasion when they do succeed in creating investment it is sometimes the kind that withers before the first cold blast of economic adversity. Recent experience with industry running at a low throb has shown all too often that those projects which were taken on simply to take advantage of the incentive were the ones unable to sustain the rigours of a cold economic climate.

'If we are to re-create the foundation of solid enduring industry in areas whose previous industrial structure has been corroded by obsolescence and decline, then we must have recourse to those projects engendered not for the transitory benefit of financial inducement but for their fundamental industrial justification in manufacture or the services and those are the kind of projects which are the by-product of your restless, inventive kind of industrial genius here.

'For the self-same reasons, I am wary about accepting the strong submissions of industry already in the development areas to enjoy the benefits of incoming projects precisely because I fear that in some cases their proposals are more framed to secure the advantage, transitory as it is of those benefits rather than to put in place viable, solid and resistant industrial enerprises.

Not inflexible

'I don't say that IDC policy is the only way of transferring the industrial seed corn to less-favoured areas: But I do say that up to now nothing has been suggested that would allow me to dispense with it: and I do say that without it our regional situation in this country would be a great deal more serious than it is now.

'Of course I have no wish to see the IDC policy inflexibly administered. I have repeatedly underlined to my department that they must administer the policy with flexibility, and by that I mean that they must look at each case on is merits not on its conformity with any pre-set schedule of rigid criteria. Most recently I have emphasised that, in general, no IDC should be refused in the west Midlands where the object is modernisation of working conditions, plant or building which does not involve a definable new project or new dimension of an existing one.

'In fact, as I'm sure you know, the number of IDC's refused is very small—less than 10 per cent of the applications in the west Midlands as a whole over the last three years. But I am told that that acts as a deterrent to would-be investors to put forward their plans. I am surprised if it is so, but I would ask them to consider carefully what I have said today.'

Referring to Birmingham's long-standing involvement in international trade, Mr. Davies went on to say in recent months there had been widespread concern that the developed world would turn its back on the liberal trading policies it had consistently pursued since the end of the war.

He said, 'I did not share these apprehensions even before the withdrawal of the US measures and it follows that I am still less apprehensive today. It may be that 1972 will not prove one of the great years of international trading growth but I am looking nonetheless for a substantial advantage and I anticipate 1973 looking healthier still.

'The National Exhibition Centre really does look to me as if it is coming on stage right on cue. A national show-place is long overdue. The need is now greater than ever.

'The country as a whole is at the beginning of a long and sustained upswing. I believe the '70's can and should be Britain's decade. All we need now is the confidence to make them ours.'

Lord Drumalbyn (second from right), Minister without Portfolio, faces Mr. Ioan Avram (second from left), Minister of Machine Building Industry, whose Deputy Minister, Mr. Nicolae Cocos, is seen on the far left of the picture. On the far right is Mr. A. H. K. Slater, Department of Trade and Industry. The occasion was the recent series of Anglo-Romanian talks (see below).

Anglo-Romanian talks

LORD Drumalbyn, Minister without Portfolio, Department of Trade and Industry in the United Kingdom, visited Romania from January 4 to 11, at the invitation of Mr. Ioan Avram, Minister of Machine Building Industry of the Socialist Republic of Romania.

In the course of his visit Lord Drumalbyn was received by the First Vice-President of the Council of Ministers, Mr. Ilie Verdet, and also held discussions with the Minister of Machine Building, the Minister of Foreign Trade, the Minister of the Chemical Industry, the Minister of Metallurgy, the First Deputy Minister for Foreign Affairs and the First Vice-President of the National Council for Science and Technology. Lord Drumalbyn visited a number of factories and industrial installations in Bucharest, Ploiesti (Brazi), Sinaia and Brasov. On his calls on Romanian Ministers Lord Drumalbyn was also accompanied by Her Majesty's Ambassador at Bucharest, Mr. D. S. Laskey, and members of the delegation.

During the discussions the working of the Anglo-Romanian Technological Agreement signed in 1967 was examined. Both sides expressed satisfaction at the results in the development of co-operation and exchanges of experts which had already been achieved. Both sides confirmed that the Agreement signed in 1967 should remain in force for a further period of five years.

Problems relating to Anglo-Romanian commercial exchanges were also examined and both sides agreed to consider proposals by which co-operation could be increased in the future in these fields. In particular, both sides agreed on the desirability of establishing a mixed British-Romanian governmental commission for economic, technical and scientific co-operation. The possibilities were also examined for participation by British firms in industrial co-operation with Romanian state companies and for setting up, on the basis of joint venture production, companies in Romania in accordance with the new Romanian Foreign Trade Law.

The discussions took place in a warm atmosphere of mutual understanding.

Lord Drumalbyn invited the Romanian Minister for Machine Building to visit the United Kingdom at a time to be mutually agreed. The invitation was accepted with pleasure. On January 11, Lord Drumalbyn and the members of the delegation left Romania.

HINTS TO BUSINESS MEN

DTI's *Hints to Business Men* booklets cover over 100 countries individually, and provide invaluable information on such subjects as industries, economic factors, the nature and extent of imports and exports, population, travel, hotels, climate, currency and public holidays. Copies are available free to British businessmen visiting any country on export business. Apply to; Export Services Division, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU. Tel. 01-248 5757 ext 7146.

Applications for temporary exemption from import duty

THE Department of Trade and Industry are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London, SW1E 6SH, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by February 3, 1972.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.07	4-Chlororesorcinol	as in previous column	December 31, 1972	13840
29.13	2,6-Dihydroxyacetophenone	as in previous column	December 31, 1972	6597
29.30	1-Chloro-4-*iso*cyanato-benzene	Parachlorophenyl isocyanate	December 31, 1972	5031
	1,2-Dichloro-4-*iso*cyanato-benzene	3,4 Dichlorophenyl isocyanate	December 31, 1972	5032
29.35	Adenosine 5'(tetrasodium triphosphate)	as in previous column	December 31, 1972	12415
	Butalamine hydrochloride	as in previous column	December 31, 1972	13312
	Uridine 5(disodium dihydrogen triphosphate)	as in previous column	December 31, 1972	1158

Conference on inspection techniques to aid quality assurance and productivity

A THREE-DAY conference on the use of inspection techniques as an aid to quality assurance and productivity will be held on February 8-10, 1972 at the Birniehill Institute, East Kilbride.

The objective will be to inform engineers about inspection techniques capable of much wider application and to provide a forum for the exchange of ideas and methods for overcoming particular problems. The conference will also consider ways in which new methods of inspection can aid quality assurance and, by reducing the cost of manufacture, improve productivity.

The programme will include sessions on calibration of basic standards, inspection machines, applications of quality analysis and co-ordinating quality assurance with production.

The conference will deal with the latest equipment available and the techniques which have been developed at NEL and in industry to improve and simplify quality assurance. Speakers will be drawn from industry, the universities and NEL, and details will be provided of the extensive services and facilities available for industry at NEL. A visit to the Metrology Laboratory will also be included.

Further details can be obtained from: The conference organiser, Birniehill Institute, National Engineering Laboratory, East Kilbride, Glasgow (Tel: East Kilbride 20222, Ext. 570).

Public inquiry into loss of ss 'London Valour'

THE public formal inquiry into the stranding of the ss *London Valour* in Genoa Harbour on April 9, 1970 will commence at 10.30 am on April 19, 1972 at Church House, Dean's Yard, London S.W.1.

The *London Valour* was berthed outside Genoa Harbour preparing to discharge cargo. She dragged her anchor during a storm and crashed into a jetty.

Eighteen members of the crew of 56 and two women passengers lost their lives.

Sir John Eden, Minister for Industry, was in Antwerp last week, where he spoke at a lunch given by the Antwerp Chamber of Commerce. On the Minister's right is the Chamber's vice-president, Mr. R. Meganck.

A 4,000 gallon cryogenic road tanker offloading 14 tons of Air Products' supercold liquid argon into Britain's biggest liquid argon customer storage tank at the Panteg works of the British Steel Corporation's Special Steels Division. The liquid argon is used in Panteg's new 40-ton argon/oxygen decarburisation unit which is equal in capacity to the world's largest unit of this type.

British commercial representatives overseas

THE list of British commercial representatives overseas as published in *Trade and Industry* of January 6, 1972 should be amended as follows:

Page iv NETHERLANDS—Amsterdam: amend address to read Amsterdam OZ

Page v YEMEN ARAB REPUBLIC—Sana'a: add telephone number 2684

ZAIRE REPUBLIC—Lumbumbashi: amend to read Lubumbashi

Page viii OFFICES PROVIDING SERVICES FOR BRITISH EXPORTERS:

Amend Midlands Regional Office to read West Midlands Regional Office

After West Midlands Regional Office add:

East Midlands Regional Office
Cranbrook House
Cranbrook Street
Nottingham NG1 1ES
Tel. 0602-46121. Telex 37143 ECONAFF NOTTM.

Bank holidays

THE Banking and Financial Dealings Act 1971, which received the Royal Assent on December 16, consolidates and makes certain changes in previous legislation concerning bank holidays and certain related matters.

Section 1 and Schedule 1 prescribe the dates of bank holidays and change the law in three respects. First, they replace the bank holidays in England, Wales and Northern Ireland on Whit Monday and the first Monday in August by bank holidays on the last Mondays in May and August. It has already been announced that the bank holidays will be on those dates up to 1974. In Scotland where these bank holidays are not regarded generally as public holidays, the bank holidays will be on the first Mondays in May and August.

The second change is that provision is made for Tuesday, December 27 to be a bank holiday in England, Wales and Northern Ireland when Christmas Day falls on a Sunday. This provision does not add to the number of bank holidays: it merely recognises long-standing tradition, since it has hitherto been the practice to proclaim a bank holiday on December 27 by Royal Proclamation in the years when Christmas Day has fallen on a Sunday. Under the previous legislation Monday 27, was a bank holiday when December 26 fell on a Sunday, and this will continue to be so under the new Act.

The third change is that provision is made for an additional bank holiday in Scotland on January 2, or on January 3, if January 2 is a Sunday. This change will have effect for the year 1973 and subsequent years.

Copies of the Act may be obtained from HM Stationery Office, price 8p.

Textile firm to occupy Stanley factory

THE Department of Trade and Industry have announced that Cumberland Fibres Ltd. have been allocated a 25,000 sq. ft. advance factory built by the English Industrial Estates Corporation at Hare Law, Stanley. The transfer to Stanley resulted from a disastrous fire at the company's Workington premises and from their need to resume production in order to meet urgent market requirements. Lease negotiations between the Corporation and Cumberland Fibres Ltd. are now nearing completion and it is hoped that the company will take occupation within the next few weeks. When full production is reached the company expect to be employing at least 130 people of whom 95 will be men.

Further new industry in Barrow

THE Department of Trade and Industry announce that Camille Simon Ltd. are to occupy a 25,000 sq. ft. advance factory built at Park Road, Barrow-in-Furness, by the English Industrial Estates Corporation on the Department's behalf.

Camille Simon are to use their new premises for the specialised packing of detergents and allied powders and expect to employ about 80 people when full production is reached.

Certificates of origin issuing bodies: change of name

THE Liverpool Chamber of Commerce and Industry and the Merseyside Chamber of Commerce and Industry having recently merged, certificates of origin will be issued in the name of the composite body MERSEYSIDE CHAMBER OF COMMERCE AND INDUSTRY, LIVERPOOL, after January 3, 1972 and not in the name of the Liverpool Chamber as previously.

The list of Chambers designated by the UK Government for this purpose and published in *Trade and Industry* on December 2 (page 454) is therefore amended accordingly.

Direct UK-Finland roll-on roll-off ferry

THE first roll-on roll-off direct freight ferry between the UK and Finland made its first UK-Finland sailing on January 11 from Harwich to Turku/Abo. The ferry, which sailed from the Finnish terminal on January 7, will maintain a direct weekly service for all types of mobile and unitised traffic. Initially, the service is being provided by the new motor vessel *Algol*, but it will be taken over subsequently by a purpose-built ship, the *Bore VII*. The ferry has been introduced by the Bore Steamship Co. Ltd.; UK general agents are Mann & Son (London) Ltd.

Government surplus sales

MINISTRY OF DEFENCE

February 2, 1972 Miscellaneous Stores

Location: Auctioneer's Premises

Auctioneers: Woolland Son & Manico (Dept. L), Kinterbury House, St Andrew's Cross, Plymouth. (Tel: 0752-69292)

Carpets, miscellaneous clothing and textiles, kitchen and glass ware; ground sheets; tentage; wooden and metal furniture; large quantity of lamps and bulbs; jerricans; photographic equipment; pocket and other watches; microscopes; binoculars; telescopes; barographs; lifting jacks; MT and electrical spares; drawing instruments; charging and generating sets; aircraft tyres; padlocks; water tanks; scrap metals and paint, and many items of other general stores.

February 8-10, 1972 Miscellaneous Stores

Location: Lido Hall, Worthy Lane, Winchester

Auctioneers: Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel: 03292 4211)

Aluminium; miscellaneous clothing and textiles; crockery and glassware; tentage; charging sets; binoculars; MT and electrical spares; electric motors; petrol engines; tyres; concrete mixers; fork lift trucks; machine tools including lathes; hydraulic press; bench drilling machines etc; a large quantity of diesel engines, and many items of other general stores.

February 16, 1972 Miscellaneous Stores

Location: The County Hall, Carlisle

Auctioneers: Harrison & Hetherington Ltd, Botchergate, Carlisle CA1 1SE. (Tel: 0228 26292)

70 Vehicles including Morris Ambulances; Morris Mini Minor and Minor 1000 Saloons; 3.4 Jaguar; Morris Mini Vans; Commer Mini Buses; Leyland Cargo Trucks; Fordson Tractors; Coventry Climax Pumps, etc; Machine and hand tools including folding, shearing, bending, grinding and swaging machines; presses; sanders; lathe tools; electric drills; torque wrenches; soldering irons; files; screwdrivers; stocks; taps; dies, etc; electrical and electronic equipment including receivers, amplifiers; generators; compressors; transformers; power units; control units; oscilloscopes; modulators; machmeters; R.F. and I.F. units; scanning units; fans switches; capacitors; junction boxes; electronic valves; batteries and accumulators; stop and pocket watches; binoculars; cameras; gyro units; micrometers; various aircraft instruments, etc; other sundries including photographic equipment; oxygen equipment; service clothing; shoes; webbing equipment; tables and chairs; household goods; aircraft film; bromide paper; water hose; kit bags; P.V.C. plastic sheets; metal containers; wooden boxes; paints; etc.

FOR DISPOSAL **NEW & UNUSED**

MILITARY SURPLUS STORES

25,000 (2 piece) Overalls	30,000 Battle Dress (sets)
20,000 Great Coats	26,000 Woollen berets
60,000 Steel Helmets	10,000 Kitbags/Haversacks

"ASSOCIATED AGENCIES"

40, Morpeth Road, South Hackney, London E.9

Tel.: 01-986 2465 or 986 2464

(Contractors for all Government Surplus.)

Telegraphic Address: "REGIMENT" LONDON E.9.

Catalogues for the above sales are obtainable from the relevant auctioneers about two weeks prior to and up to the date of the sale, price 10p (Postal order only).

Sales by Tender: Machine Tools

Horizontal borers; bench drills; surface tool grinders; capstan and centre lathes; horizontal vertical universal millers; shaping, sawing; sheetmetal working and woodworking machines etc.

Location: RN Dockyard Rosyth and RN Store, Bandeath, Scotland.,
Tender must be returned by 10 a.m., January 25, 1972.

Bar autos; horizontal and vertical borers; pedestal and radio drills; plain, surface and tool and cutter grinders; capstan, turret and centre lathes; profile, vertical, universal and horizontal millers; presses; sawing machines, etc.

Location: Ordnance Storage and Disposal Depot, Branston, Staffs.
Tender must be returned by 10 a.m., February 16, 1972.

Press

Taylor and Challen 2000 tons capacity 8 inch stroke vertical blanking press, weighing approximately 130 tons.

Location: Royal Ordnance Factory, Birtley, Co. Durham.
Tender must be returned by 10 a.m., February 23, 1972.

Permission to view on presentation of tender forms only, obtainable from: Directorate of Sales Supply, 6a(iv) First Avenue House, High Holborn, London WC1V 6HE.

DEPARTMENT OF THE ENVIRONMENT

February 1, 1972

Location: Department of the Environment Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex. (Tel. 01-902 4482)

Auctioneers: Messrs. Fuller Horsey, Sons and Cassell, 52 Bow Lane, London, EC4M 9ET (Tel. 01-248 7954).

Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.

Catalogues: price 5p direct from auctioneer.
View days: day preceding and morning of sale.

Part of the warehousing complex at the Lep Group's new 20,000 sq. ft. premises at the Brislington Trading Estate, Bristol. The Group has concentrated six of its divisions into the new depot, which is also handling consolidations for groupage services to Ireland, and receiving parcels and freight for an express road service to Paris. It is also the receiving point for the Group's daily air cargo delivery service from Bristol to London Airport.

Mr. Nicholas Ridley Parliamentary Under-Secretary of State for Industry, visited Leeds on January 12 to discuss with members of representative bodies and industrialists the implications of the Bolton Committee report on small firms. The picture shows (left to right) Mr. R. Cooke, director, South Yorkshire Automatic Control Engineering Ltd., Rotherham, who is also president of Sheffield Junior Chamber of Commerce; Mr. L. Hinchcliffe, chairman, Engineering Industries Association, Yorkshire and Humberside Region; Mr. Ridley; Mr. S. J. Batchelder, secretary, Leeds Chamber of Commerce; Mr. P. J. A. Bell, managing director, Robert Jowitt and Sons Ltd., woollen top makers, Bradford; and Mr. N. Ashton, president, Halifax Chamber of Commerce.

The Duke of Edinburgh took over the controls of Concorde 002 during a 90-minute flight on January 12 during which he flew at twice the speed of sound. He is seen here flanked by co-pilots John Cochrane (left) and Brian Trubshaw, leaving the aircraft. Sir George Edwards, chairman of BAC, is in the background and Mr. David Price, Parliamentary Under-Secretary of State for Aerospace is to the right behind the Duke.

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Acts 1949: the following patents were endorsed 'Licences of Right' on the date specified:

Number	Grantee	Subject-matter
December 6, 1971		
1,120,898	Horstmann, Clifford Magnetics Ltd.	Tuning forks
1,128,394	Horstmann, Clifford Magnetics Ltd.	Magnetic escapements
1,130,150	Horstmann, Clifford Magnetics Ltd.	An electromechanical oscillator comprising a tuning fork with frequency adjustment
1,137,850	Horstmann,, Clifford Magnetics Ltd.	Electromechanical oscillator with rotary output
1,189,564	Horstmann, Clifford Magnetics Ltd.	Electromechanical oscillator with rotary output
1,163,691	Continental Oil Company	Solution mining of potassium chloride in association with sodium chloride
1,181,366	Ed Geistlich Sohne A G fur Chemische Industrie	Succinimide derivatives
1,201,805	Daniel, Rene Philibert	Vibrating motors
December 10, 1971		
974,699	Agfa Aktiengesellschaft	Photographic camera with built-in flashlight device
1,171,499	Standard Telephone and Cables Ltd.	Electric vehicle control
December 15, 1971		
1,111,604	Polymer Processing Reasearch Institute Ltd.	Biaxial further-stretching of thermoplastic tubular films
1,196,001	Coal Industry (Patents) Ltd.	Hydraulic accumulators
1,240,501	Glaverbel	Article handling methods and apparatus
1,240,502	Glaverbel	A method of heat exchange between a gas and an article
December 20, 1971		
1135798	Ethylene-Plastique SA	Process for the preparation of Alkylene dithiocarbonates
1135799	Ethylene-Plastique SA	Process for the preparation of Alkylene—monothiocarbonates
1135800	Ethylene-Plastique SA	Process for the preparation of ethylene episulfide
1210285	Georges Fernand Dubois	Refuse containers
1234425	Claude Brichard	Process and apparatus for determining the position of defects in sheet material
December 31, 1971		
901,919	The Upjohn Company	Therapeutic compositions comprising alpha-alkyl-tryptamines
972,954	Agfa Aktiengesellschaft	Improved direct positives produced by the silver salt diffusion process
1,164,368	Thimonnier & Cie	Welding machines for making bags, sachets and like containers from plastics material
1,165,274	Hydrocarbon Research Inc.	Cold separation of binary gas mixtures
1,165,412	Hydrocarbon Research Inc.	Air separation with a nitrogen refrigeration circuit
1,167,102	'Cobelcomex'	Tempering flat glass
1,172,999	Gevaert-Agfa N.V.	Process for reducing the tendency to electrostatic charging of photographic material
January 3, 1972		
1,087,341	Associated Electrical Industries Ltd.	Improvements in or relating to grapnels
1,148,155	International Standard Electric Corporation	Multi-stage switching network
1,150,864	International Standard Electric Corporation	Crosspoint operating circuit
1,152,301	International Standard Electric Corporation	Circuit arrangement, for a telecommunication, in particular telephone exchange
1,162,782	International Standard Electric Corporation	Telecommunication exchange system with concentrators
1,181,181	International Standard Electric Corporation	Switching network
1,181,183	International Standard Electric Corporation	Automatic telecommunication exchange

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting Licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE
Comptroller

ADVERTISING IN *TRADE AND INDUSTRY*

Inquiries about advertising in *Trade and Industry* should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London EC1P 1BN (01-248 9876 ext 6147).

Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually; M = monthly; Q = quarterly; 6M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	Dec. 2, 1971
Air miss reports (A)	April 1, 1970
Mileage and traffic (A)	April 29, 1970
Trade by air (6M)	Oct. 21, 1971
Balance of payments:	
Civil aviation (Q)	Oct. 28, 1970
Trends in invisible transactions (Q)	Dec. 16, 1971
UK balance of payments (Q)	Dec. 16, 1971
Bankruptcy orders (Q)	Jan. 13, 1972
Business names registered (A)	Jan. 27, 1971
Capital expenditure:	
Distributive and service trades (A)	April 28, 1971
Industry's capital expenditure (Q)	Jan. 13, 1972
Catering trades turnover (M)	This week
Chemicals industry (Q)	Nov. 25, 1971
Companies:	
Acquisitions and mergers (Q)	Nov. 18, 1971
New companies registered:	
Gt. Britain (M)	Dec. 23, 1971
N. Ireland (M)	Jan. 6, 1972
Computers:	
UK computer market (Q)	Oct. 21, 1971
Construction work overseas (A)	Oct. 7, 1971
Credit:	
Instalment credit business (M)	Jan. 13, 1972
International trade credit (A)	April 14, 1971
ECGD business (Q)	Dec. 16, 1971
Electronics capital equipment deliveries, research and development (Q)	Nov. 4, 1971
Engineering and electrical goods:	
Deliveries and orders (M)	Dec. 23, 1971
Film industry:	
British Film Fund Agency returns (M)	Jan. 6, 1972
Cinema admissions and takings (M)	Dec. 9, 1971
Overseas payments and earnings (A)	Aug. 5, 1971
Registration of films (A)	Feb. 24, 1971
Trends in film going (A)	Aug. 19, 1971
Food:	
Consumption levels (6M)	July 15, 1971
Household consumption (Q)	Dec. 30, 1971
Footwear industry production, orders and deliveries (M)	Jan. 6, 1972
Foreign trade:	
EFTA trade (Q)	Dec. 2, 1971
Industrial countries trade and production (Q)	Nov. 11, 1971
World exports of manufactures (A)	Sept. 30, 1970
Foreign trade of the UK:	
Direct exports (A)	April 14, 1971
Unit value and volume index nos. (M)	This week
Value of overseas trade (M)	This week
Value of overseas trade: analysis of trends (Q)	Nov. 4, 1971
Hairdressing trades turnover (M)	This week
Hire purchase business (M)	Jan. 13, 1972
Industrial building approved (Q)	Nov. 4, 1971
Industrial development certificates refused (A)	July 15, 1971
Industrial production:	
Index nos. (M)	Dec. 23, 1971
N. Ireland index (M)	Jan. 6, 1972
Wales index (Q)	Dec. 23, 1971
Insurance companies assets (A)	Aug. 12, 1971
Investment:	
Book values of overseas direct investments (every 3 years)	Sept. 23, 1970
Industry's investment intentions (3 times a year)	Jan. 13, 1972
Investment and earnings overseas (A)	April 7, 1971
Laundries and dry cleaners turnover (M)	This week
Machine tools deliveries and orders (Q)	Dec. 16, 1971
Man-made fibres:	
Analysis of production (Q)	Nov. 4, 1971
Deliveries (Q)	Nov. 4, 1971
Production (M)	Jan. 13, 1972
Volume of production (M)	Jan. 13, 1972
Motor industry:	
Car and commercial vehicle production (M)	Jan. 6, 1972
Motor trades turnover (M)	This week
Office development permits (Q)	Dec. 9, 1971
Partnerships registered (A)	Jan. 27, 1971
Pension funds: assets (A)	Aug. 26, 1971
Retail prices index (M)	Dec. 30, 1971
Retail trades:	
Index nos. (M)	Jan. 13, 1972
N. Ireland index (M)	This week
Royalty transactions (A)	Mar. 31, 1971
Shipping	
Nationality of vessels in UK sea-borne trade (A)	Feb. 10, 1971
Steel consumption (Q)	Dec. 16, 1971
Stocks:	
Distributive and service trades (A)	Dec. 23, 1971
Industry's stocks (Q)	Jan. 13, 1972
Retail (M)	This week
Television:	
Overseas payments and earnings (A)	Aug. 5, 1971
Textiles:	
Activity in the textiles industry (Q)	Nov. 11, 1971
Clothing and textile orders and deliveries (M)	Jan. 6, 1972
Cotton production (M)	Jan. 13, 1972
Hosiery production (M)	Dec. 30, 1971
Wholesale houses sales (M)	Dec. 23, 1971
Wool exports (Q)	Dec. 30, 1971
Wool output (M)	Jan. 13, 1972
Tourism:	
International tourism (A)	Oct. 28, 1971
UK tourist traffic (M)	This week
UK official reserves (M)	Jan. 13, 1972
Wholesale prices:	
Average prices of selected commodities (A)	Feb. 24, 1971
Index nos. (M)	This week

Dept. of Trade and Industry organisation, etc.

Subjects	Last published
British commercial representation overseas	Jan. 6, 1972
Business Monitor titles	Dec. 23, 1971
Customs notices of interest to exporters	Jan. 13, 1972
Directory of DTI (formerly BOT) departments and their work	April 8, 1970
DTI addresses (former BOT offices)	Dec. 16, 1971
DTI Regional Directors	Mar. 3, 1971
ECGD local offices	Dec. 30, 1971
Index Jan.-Mar. 1971	May 26, 1971
Official receivers offices	May 20, 1970
Programme of trade promotions	Oct. 21, 1971
Release dates of economic statistics	Dec. 30, 1971

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

SYMBOLS USED IN ALL STATISTICAL TABLES—

.. not available
– nil or less than half the final digit shown
p provisional
r revised
• five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m in base year	1963 26,973	1963	1963 21,763	1963 20,127	1963 20,127	1966 11,372	1963 4,912	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1965	108	111.7	115	114	106	..	121	124	119	127	117	376	263	47	31
1966	111	113.2	122	121	108	100.0	124	128	115	128	125	254	143	25	17
1967	113	113.9	127	126	110	101.4	133	124	122	138	142	184	–37	13	22
1968	116	119.8	135	135	113	103.6	139	131	144	146	142	158	23	75	41
1969	118	122.9	144	143	113	103.0	138	140	148	131	131	346	232	26	27
1970	120	124.1	157	155	116	104.2	140	152	157	118	136	329	214	42	51
1969 3rd qtr	119	123.2	145	144	113	103.2	139	145	155	131	130	57	4	10	8
4th qtr	119	123.3	147	147	114	102.9	137	145	153	125	130	91	74	2	—
1970 1st qtr	117	123.8	149	149	114	103.3	134	145	146	114	132	–16	42	1	–32
2nd qtr	121	123.5	155	154	116	104.2	143	153	163	119	138	116	55	12	26
3rd qtr	121	124.3	160	158	117	104.6	141	154	156	120	134	117	44	7	13
4th qtr	122	124.6	163	160	117	104.7	143	157	165	119	139	112	72	23	44
1971 1st qtr	118	124.5	164	162	116	101.9	139	148	148	114	148	84	70	2	–62
2nd qtr	121	125.4	169	170	119	104.3	142	142	164	122	142	–68	–114	12	38
3rd qtr	123	126.3			121	105.4	142	148	163			–21	–47	–11	7
May		125.3				104.9									
Jun		126.2				103.4									
Jul		125.8				105.0									
Aug		126.1				106.1									
Sep		126.9				105.2									
Oct		125.5 p				108.3									
Nov						106.7									

	Orders	Prices and Costs					Labour			Trade (§)		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index: all manufacturing industry §§		Basic hourly wage rates (all industries and services)‡	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports(‖)	Exports(¶)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m in base year	Dec 1963	Jan 16,1962		1963	1963	Jan 31, 1956	Series in thousands			1963 4,362	1963 4,282	Series in £ million
1966	115	116.5	*3.9*	108.0	109.6	168.5	323	255	24,835	120	121	83
1967	106	119.4	*2.5*	107.5	110.9	175.3	512	174	24,476	130	120	–298
1968	106	125.0	*4.7*	117.3	115.3	187.3	541	188	24,331	159	146	–288
1969	117	131.8	*5.4*	121.4	119.8	197.4	535	200	24,304	165	165	440
1970	125	140.2	*6.4*	126.2	127.7	217.7	573	186	24,135	181	184	612
1971				132.4 p	137.7 p		744	129		197 p	207 p	
1969 4th qtr	117	133.7	*5.1*	124.1	121.7	201.6	544	199	24,249	169	172	167
1970 1st qtr	118	136.2	*5.0*	126.3	124.2	209.0	561	192	24,275	171	181	215
2nd qtr	122	139.5	*5.8*	126.1	126.6	214.0	563	187	24,138	183	183	113
3rd qtr	123	141.1	*6.9*	124.9	128.7	219.5	592	185	24,072	178	175	76
4th qtr	125	144.0	*7.7*	127.3	131.4	228.3	581	177	24,054	190	199	208
1971 1st qtr	120	147.9	*8.6*	129.7	134.4	237.5	631	146	23,824	189	186	78
2nd qtr	116	153.2	*9.8*	133.1	137.2	242.4	725	131		199	214	270
3rd qtr	118 p	155.3	*10.1*	133.9	139.2	248.5	802	121		197	217	342
4th qtr				132.9 p	140.2 p		850	116		202 p	213 p	
May	117	153.2	*9.8*	133.0	137.3	242.8	731	130		192	206	
Jun	116	154.3	*10.3*	133.5	138.0	245.1	740	133		203	219	
Jul	117 p	155.2	*10.1*	135.3	139.0	247.1	788	122		193	213	
Aug	117 p	155.3	*10.3*	133.8	139.3	248.6	799	123		192	215	
Sep	118 p	155.5	*9.9*	132.5	139.5	249.7	819	118		202	223	
Oct	118 p	156.4	*9.4*	132.3	139.8	250.4 p	833	116		203 p	218 p	
Nov		157.3	*9.2*	132.8 p	140.1 p		855	117		196 p	200 p	
Dec				133.7 p	140.6 p		862	114		208 p	222 p	

(†) New series covering SIC Orders VII-IX: previous series also included part of Order XI. (‡) Not seasonally adjusted.
(§) On a balance of payments basis. (‖) Includes payments for United States military aircraft and other balance of payments adjustments.
(¶) Includes balance of payments adjustments and allowances for factors affecting recording
(§§) This now includes food industries.

Monthly report of the economic situation

The following is the report on the economic situation which will be published in *Economic Trends* for January at the end of the month. Unless otherwise stated, this Report is based on seasonally adjusted data.

Recent developments

THE Chancellor of the Exchequer announced on December 14, 1971 that all outstanding post-war credits would be repaid; the bulk of the repayments would be made during the six months from the beginning of April 1972. The introduction of annual up-ratings of pensions and related benefits and the increase in the Family Income Supplement announced by the Secretary of State for Social Services on December 16 and December 21 respectively will also provide a net stimulus to demand in 1972. The first annual uprating of pensions will be in October 1972, about one year earlier than under the existing biennial arrangements. Public Service and Armed Services pensions will also be reviewed annually beginning on December 1, 1972. With effect from April 4, 1972, the Family Income Supplement will rise by £1 per week.

The information so far available about the development of the economy in the final quarter of 1971 suggests a further substantial increase in consumer spending. The volume of retail sales was exceptionally high in October and in November was still well above the third quarter level. In the two months together sales averaged some 2 per cent above the third quarter rate, with the growth being more widely based than in earlier months. New car registrations, after rising by one-third in the third quarter, rose further in October and November; the average for the two months was around 4 per cent higher than the third quarter rate. Preliminary indications suggest that new car registrations in December may have been above the October-November average.

The demand for private housing as evidenced by private housing starts and commitments for advances on new building by building societies was again buoyant in October and November. In these two months, private sector starts were around 5 per cent above the high third quarter average, while net new commitments to advances by building societies were about 5½ per cent higher. Completions in the private sector, which are strongly influenced by past rates of starts, maintained the third quarter rate. In the public sector in October and November taken together both starts and completions were not much different from the third quarter rates, and the declining trend in both starts and completions seems to have slackened in recent months.

There was a surplus on visible trade of £36 million in December. Both imports and exports were higher than in November, partly as a result of the resumption of work after the dock strike in the East Coast ports of the United States. The value of exports in December was £791 million and in the fourth quarter of 1971 exports averaged £760 million a month, 2 per cent less than in the third quarter. In the second half of 1971, however, exports were 8 per cent higher than in the first half. Imports in December totalled £755 million; in the fourth quarter imports averaged £736 million, 3 per cent higher than in the third quarter. Imports in the second half of 1971 were 3 per cent higher than in the first half. Partly as a result of the dock strike in the United States and the US temporary surcharge on imports, the volume of UK exports in the fourth quarter of 1971 is likely to be a little lower than in the third quarter.

The preliminary estimates of investment by manufacturing industry and the distributive and service industries in the third quarter of 1971 have been revised. The latest figures show that investment rose by about 5 per cent in manufacturing industry and by about 3 per cent in the distributive and service industries between the second and third quarters of 1971. The revised estimates suggest that the volume of investment in 1971 in both manufacturing industry and the distributive and service industries may be higher than was expected on the basis of company forecasts provided to the Department of Trade and Industry in mid-1971 and in October 1971. Looking ahead, the latest investment intentions inquiry indicates that investment by manufacturing industry in 1972 may be a little lower than the probable outturn for 1971. The inquiry, however, took place in November and December and may not be indicative of present intentions. The latest inquiry also indicates that investment by the distributive and service industries in 1972 may rise by around 2 per cent above the level now expected in 1971.

National income and expenditure: third quarter 1971

Following the recovery in the second quarter of 1971, gross domestic product showed a further increase in the third quarter. The recently published estimates of national income and expenditure show that the average estimate of gross domestic product in the third quarter was 1½ per cent above the second quarter level and some 2 per cent above the average for the first half-year.

Consumer spending in the third quarter was over 2½ per cent above the rate in the first half of 1971, and total fixed investment showed a slight increase. The volume of exports of goods and services was 5 per cent higher in the third quarter than the average in the first half of 1971, whereas the volume of imports was little changed. There was further destocking in the third quarter. The continued growth of consumers' expenditure and of exports of goods and services was mainly responsible for total final expenditure rising by almost 1½ per cent between the second and third quarters to a level 2½ per cent above the average for the first half of the year.

Total domestic income showed an increase in the third quarter to a level 5½ per cent above the average in the first half year. In the total, income from employment was about 4½ per cent higher than the first half year average and gross trading profits of the company sector (before deducting stock appreciation) were also substantially higher, but most of this rise is accounted for by the way SET is recorded in the national accounts. (SET is included as it is paid or refunded so that the recorded estimates of company profits are affected by the timing of payments and refunds.) Total personal income in the third quarter was around 4½ per cent higher than the average in the first half year; partly as a result of a rise of only about 3 per cent in consumer prices, real personal disposable income showed a rise of some 2 per cent above the level in the first half of 1971. The ratio of personal saving to disposable income in the third quarter was a little below the average of the two preceding quarters.

As regards output, industrial production showed a small increase in the third quarter, to a level about 1 per cent above the first half-year rate, but the rise in output in the index of production industries was smaller than the rise in the service industries. Reflecting the growth in consumers' expenditure, output in the distributive trades rose appreciably: there was also a strong rise in the output of transport and communication industries (in both cases output had been unduly depressed in the first quarter), and a rise in the output of other services.

Prices and wages (not seasonally adjusted)

There was a further slowing down in the underlying rise of retail prices in November 1971. The index of retail prices excluding the prices of seasonal food, was around 6¼ per cent higher at an annual rate than six months earlier as compared with 6¾ per cent in October and about 11 per cent in the summer months. Seasonal food prices accounted for about half of the November increase of around ½ per cent in the all-items index. Between June and November the all-items index rose by less than 2 per cent, whereas in the same months of 1970 the rise was over 3 per cent. This slower rise in these months of 1971 partly reflects the cuts in purchase tax which took effect in July, the halving of SET and probably some of the effects of the CBI's price restraint initiative.

The index of wholesale prices of manufactured goods for the home market has also risen much more slowly since the CBI's initiative than in earlier months of 1971 and the same months of 1970. In December, the index rose by about ¼ per cent giving a total rise of 1 per cent since July; between July and December 1970 the index rose by 3½ per cent. Prices of basic materials and fuels used in manufacturing rose a little in both November and December but were still 1 per cent lower than in July.

In November, the index of hourly wage rates increased by about ¾ per cent to a level around 10¼ per cent higher than a year earlier: although there will probably be some retrospective adjustment to the November figure, this represents a considerable reduction on recent months when the index has been 12½ to 13½ per cent higher than a year earlier.

The labour market

The pressure of demand for labour continued to decline throughout the second half of 1971. In the six months to December, the seasonally adjusted total of wholly unemployed (excluding school-leavers) rose by 122,000 and adult vacancies fell by 19,000. The rise in unemployment was greater than would have been expected, on the basis of past relationships, from the probable movement of output.

Financial developments

A new pattern of international exchange rates was agreed at a meeting of the Group of Ten countries in Washington on December 17 and 18. The dollar-sterling middle rate was raised from $2.40 to the pound to $2.6057. The value of the pound in terms of gold has remained unchanged. In future exchange rates will be permitted to fluctuate within a 4½ per cent band (ie 2¼ per cent on either side of the middle rate); for sterling the declared dealing limits are $2.5471 and $2.6643 to the pound. The new middle rate represents a sterling revaluation of 8.57 per cent against the dollar. The effects of the devaluation of the dollar and some other currencies on the UK balance of payments will be broadly offset by lower sterling rates of some currencies including the Deutschemark and the Yen. The Agreement also included the removal of the United States temporary import surcharge and related discriminatory measures announced on August 15 which if maintained would have had a considerable adverse effect on UK exports to the US.

The United States Administration agreed to a dollar devaluation in terms of gold to $38 per ounce, but the necessary measures to effect this will not be presented to the US Congress until certain trading issues between the US and the EEC, Canada and Japan have been resolved.

On December 19, the UK Government announced the removal of the temporary exchange controls imposed after the August currency crisis to discourage inflows of foreign exchange.

The spot rate for sterling opened the month around $2.4940. In the days immediately preceding the Washington meeting it rose to about $2.5290. Following the realignment agreement sterling opened on December 21 around $2.55. On December 28 and 29 it was $2.5475, and at the close on December 31 $2.5522.

The dollar value of UK official reserves rose by $1,010 million during December to stand at $6,582 million at the end of the month, after the normal end-year debt service payments to the US and Canada of $267 million. The sterling value of the reserves at the end of December was £2,526 million, calculated at the new middle rate of £1 = $2.6057. This was an increase of £204 million over the end-November figure of £2,322 million calculated at the then rate of £1 = $2.40.

On January 3, in accordance with the arrangements agreed at the Annual Meeting of the IMF in 1969, the UK received SDR 297 million (equivalent to $322 million or £124 million) as its share of the third allocation of SDR. These SDR are not included in the end-December figure for the reserves. The value of UK official reserves more than doubled during 1971.

In the domestic economy in the first three weeks of December sentiment in the gilt-edged market was adversely affected by uncertainty about the outcome of the negotiations on the international monetary system, but after the realignment of currencies the market strengthened. Yields on shorter-dated stocks increased by ¼-½ per cent, but yields on longs were little changed over the month as a whole.

The analysis of advances by banks in Great Britain for the quarter to mid-November shows an overall rise in domestic lending of about £750 million, compared with about £250 million in the previous quarter. This very large increase in lending went mainly to persons who borrowed nearly £200 million more than in the previous quarter, and to the financial and services sectors, whose borrowing increased by around £475 million. Advances to manufacturing industry rose by about £50 million. It is very likely that the overdraft facilities available to manufacturing industry have increased markedly over the last year.

International interest rates

Until the crisis period of last spring and summer the main influence on international interest rates had been the easing of monetary policy in the United States in an attempt to revive domestic demand, which had led to a halving of US short-term rates between end-1969 and March 1971. (For example the rate on three month Treasury Bills fell from over 8 per cent to 3½ per cent.) This had enabled US banks to repay large amounts of Euro-dollars which they had borrowed during the previous period of tight money in the United States in 1969, with the result that Euro-dollar rates also fell by nearly a half over the same period. European rates tended to fall in sympathy, but more slowly because monetary policy remained relatively tight in a number of European centres. Thus between end-1969 and March 1971 the yield on Treasury Bills fell from over 9 per cent to 6.2 per cent in France and from 7.7 to 6.7 per cent in the UK. There was no net fall in German Treasury Bill rates, but other short-term rates declined.

The recent international currency crisis, which led to heavy speculative flows of capital in August last year (following an earlier bout of speculation last May), greatly affected the relationship between interest rates in Europe, the United States and in the Euro-currency markets. The rush of speculative funds into Germany and other European centres in the first week of May 1971 tended to lower European short-term interest rates which, however, rose again at the end of May and in June as the inflow was to some extent reversed. In July and the first half of August the next wave of capital inflows tended to reduce short-term rates again. These flows had the opposite effect on the rate on Euro-dollar deposits, which were in strong demand both in May and August as finance was sought to purchase Deutschemarks and other revaluation-prone currencies: the rate on three-month Euro-dollar deposits in London, which had fallen to 5 per cent in March, rose to nearly 8 per cent in May and reached 10 per cent in August before falling back to around 6 per cent by the end of October. Short-term rates in the United States do not appear to have been strongly affected by speculative flows. Rates were generally rising between April and mid-August but have fallen back considerably since the August package of measures.

During the past year long-term bond yields in most national markets have tended to follow short-term rates but the magnitude of changes has been less. After reaching a low point last April, Government and Corporate bond yields both tended to rise in most markets for a couple of months or so and then fell.

British Labour Statistics: Historical Abstract 1886-1968

This unique standard work of reference brings together all the main series of official statistics compiled by the Department of Employment and its predecessors since 1886, plus some for even earlier years.
It contains 389 pages of tables and 50 pages of text and the subjects covered are wage rates, earnings, hours of work, retail prices, employment, unemployment, vacancies, family expenditure, industrial accidents, and disputes, membership of trade unions, labour costs and output per head. This will be a most valuable source-book for everyone concerned with the study and formulation of economic policies. £7 (by post £7.24)

HMSO

Free lists of titles (please specify subject/s) are available from Her Majesty's Stationery Office, P6A, Atlantic House, Holborn Viaduct, London, EC1P 1BN.

Government publications can be bought from the Government Bookshops in London (Post orders to P/O Box 569, SE1 9NH), Belfast, Edinburgh, Cardiff, Manchester, Birmingham and Bristol, or through booksellers

United Kingdom trade in December 1971

Summary

General assessment. There was a surplus on visible trade in December of £36 million, seasonally adjusted. Both exports and imports were higher than in November, partly on account of the resumption of work after the dock strike in the East Coast ports of the United States.

In the fourth quarter the surplus averaged £25 million a month, rather less than in the third quarter when exports to North America were swollen in anticipation of the East Coast stoppage. Taking the second half of last year as a whole to minimise the effect of the distortions in trade, the surplus averaged £42 million a month compared with an average of £8 million a month in the first half of the year.

Visible balance. In 1971 the surplus on visible trade was £295 million, a record level. 1971 was indeed only the fourth year since 1946 in which a surplus was recorded (1956, £53 million; 1958, £29 million; and 1970, £7 million).

Current balance. In 1971 the surplus on current account was in excess of £900 million. This includes, in addition to the visible

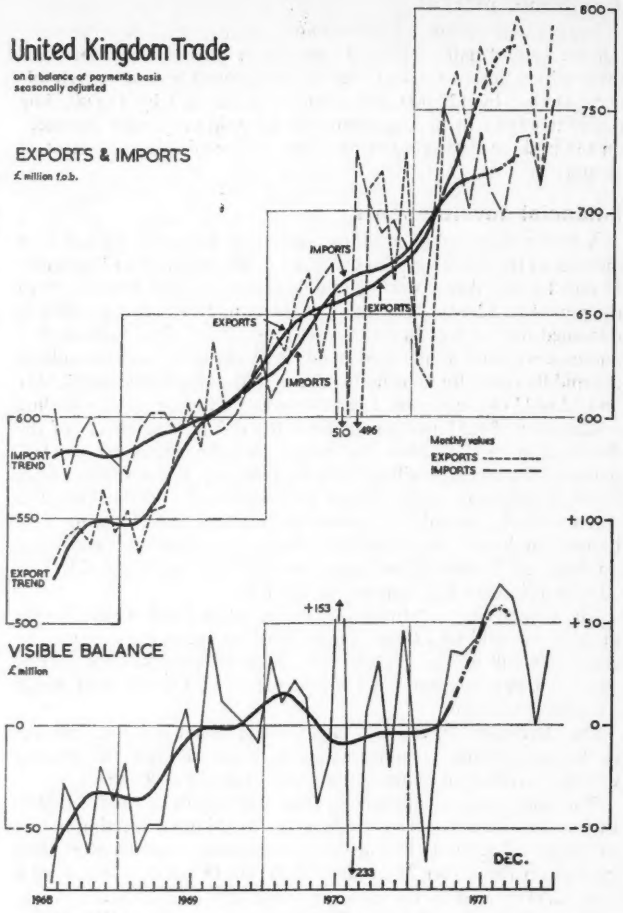


TABLE 1. VISIBLE TRADE ON BALANCE OF PAYMENTS BASIS

Seasonally adjusted values¶ — £ million per month

	Exports (fob)††	Imports (fob)‡‡	Visible balance
1969	588	600	−12
1970	657	656	+ 1
1971 p	740	716	+25
1969 1st quarter	547	590	−42
2nd quarter	582	598	−16
3rd quarter	610	598	+12
4th quarter	615	615	− 0
1970 1st quarter	644	623	+22
2nd quarter	653	666	−14
3rd quarter	623	648	−25
4th quarter	709	690	+19
1971 1st quarter	665 r	687	−22 r
2nd quarter	762 r	724 r	+38 r
3rd quarter	774 r	715 r	+59 r
July	759 r	710 r	+49 r
August	767 r	699 r	+68 r
September	796 r	737 r	+59 r
October p	777 r	738 r	+38 r
November p	714 r	714 r	− 0 r
December p	791	755	+36
3rd quarter	774	715	+59
4th quarter p	760	736	+25

¶ Components and totals are rounded independently.
†† Includes balance of payments adjustments and allowance for factors affecting recording (see Table 2).
‡‡ Includes payments for US military aircraft and other balance of payments adjustments (see Table 3).
p Provisional estimates.
r Revised estimates (see Note 1(g)).

TABLE 1A. Three-monthly averages‖

	Exports (fob)††	Imports (fob)‡‡	Visible balance
1971 January	677	670	+ 8
February	656	664	− 7
March	665	687	−22
April	712	721	− 9
May	753	729	+24
June	762	724	+38
July	759	717	+42
August	769	716	+53
September	774	715	+59
October	780	725	+55
November	762	730	+32
December	760	736	+25

‖ Average of month shown and two preceding months (see Note 1(d)).

TABLE 2. EXPORTS

Seasonally adjusted values ¶ — £ million per month

	Overseas trade statistics basis (fob) §§	Coverage adjustments	Net allowance for factors affecting recording†	Balance of payments basis (fob)
1969	612	−27	+ 4	588
1970	672	−28	+13	657
1971 p	765	−33	+ 9	740
1969 1st quarter	562	−26	+12	547
2nd quarter	600	−30	+12	582
3rd quarter	640	−24	− 6	610
4th quarter	645	−27	− 3	615
1970 1st quarter	657	−26	+13	644
2nd quarter	668	−29	+13	653
3rd quarter	636	−26	+13	623
4th quarter	725	−31	+15	709
1971 1st quarter	680 r	−29	+14	665 r
2nd quarter	780 r	−34	+15	762 r
3rd quarter	798 r	−34	+10	774 r
July	777 r	−34	+15	759 r
August	782	−31	+16	767 r
September	834 r	−38	—	796 r
October p	810 r	−34	—	777 r
November p	759 r	−35	−10	714 r
December p	832	−36	− 5	791
3rd quarter	798	−34	+10	774
4th quarter p	801	−35	− 5	760

¶ Components and totals are rounded independently.
§§ These values are derived from the recorded values in Table 4 by the standard seasonal adjustment process.
† See Note 1(e).
p Provisional estimates.
r Revised estimates.

balance net invisible earnings, which were £474 million in the first three quarters of 1971, and are estimated to have continued in surplus in the fourth quarter at over £50 million a month.

Exports. The value of exports in December was £791 million on a balance of payments basis, seasonally adjusted. In the fourth quarter exports averaged £760 million a month, 2 per cent less than in the third quarter. In the second half year however exports were running on average at £767 million a month, 8 per cent higher than in the first half.

Between the years 1970 and 1971 the value of exports increased by 13 per cent, of which some 8 per cent reflected higher prices. The increase in the volume of deliveries was about 5 per cent, brought about by the rise in exports which occurred in the spring of 1971 after a period of nearly two years when the volume of exports remained fairly flat.

Imports. Imports in December totalled £755 million on a balance of payments basis, seasonally adjusted. In the fourth quarter they averaged £736 million a month, 3 per cent higher than in the third quarter. In the second half year imports were, at £726 million a month, 3 per cent more than in the first half.

For 1971 as a whole, imports averaged £716 million a month, 9 per cent higher than the average monthly rate of £656 million in 1970. About half of the rise was in an increased volume of arrivals and a half in higher prices.

TABLE 3. IMPORTS

Seasonally adjusted values¶ — £ million per month

	Overseas trade statistics basis (cif) §§	Adjustments to balance of payments basis: US military aircraft Arrivals	US military aircraft Payments	Freight insurance and other valuation adjustments	Coverage adjustments	Balance of payments basis (fob)
1969	693	−16	+ 5	−68	−14	600
1970	753	− 2	+ 1	−77	−19	656
1971 p	820	− 1	+ 0	−86	−18	716
1969 1st quarter	674	−17	+11	−68	−10	590
2nd quarter	699	−22	+ 5	−68	−16	598
3rd quarter	695	−16	+ 1	−68	−14	598
4th quarter	703	− 8	+ 3	−68	−15	615
1970 1st quarter	715	− 2	+ 0	−71	−19	623
2nd quarter	762	− 3	+ 0	−76	−16	666
3rd quarter	740	− 1	+ 2	−78	−16	648
4th quarter	796	− 2	+ 1	−83	−23	690
1971 1st quarter	794	− 1	+ 2	−87	−20	687
2nd quarter	822 r	− 1	—	−87	−10	724 r
3rd quarter	818 r	− 1	—	−84	−18	715 r
July	807	− 0	—	−82	−15	710 r
August	801 r	− 1	—	−85	−16	699 r
September	844 r	− 1	—	−84	−21	737
October p	846 r	− 0	—	−84	−24	738 r
November p	829 r	—	—	−82	−32	714 r
December p	862	—	—	−90	−16	755
3rd quarter	818	− 1	—	−84	−18	715
4th quarter p	846	− 0	—	−85	−24	736

¶ Components and totals are rounded independently.
§§ These values are derived from the recorded values in Table 4 by the standard seasonal adjustment process.
p Provisional estimates.
r Revised estimates.

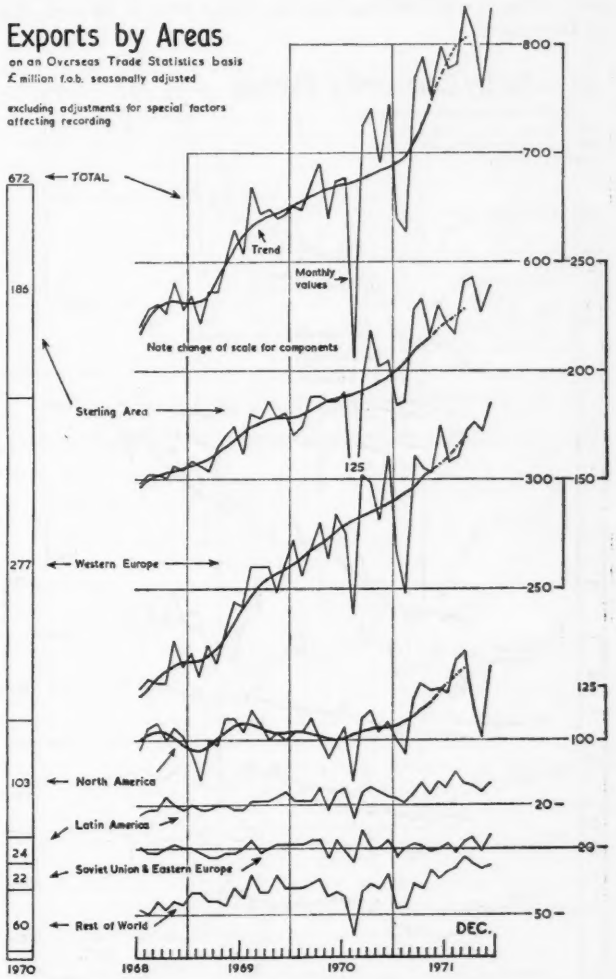


TABLE 4. Recorded values
Overseas trade statistics basis

£ million per month

	Exports fob ‡	Imports cif: Total	Imports cif: Excluding US military aircraft, etc.
1969 2nd quarter	618.8	706.0	684.1
3rd quarter	611.3	676.7	661.2
4th quarter	660.8	701.7	694.1
1970 1st quarter	649.5	715.4	713.5
2nd quarter	688.0	785.0	781.8
3rd quarter	608.5	719.3	718.8
4th quarter	741.0	792.5	790.4
1971 1st quarter	673.4	811.3	809.9
2nd quarter	794.9	829.3	828.4
3rd quarter	767.4	790.0	789.3
October	783.6	836.5	836.2 r
November r	829.4 r	853.4 r	853.4 r
December p	854.5	868.8	868.8

‡ No adjustment has been made in this table for special factors affecting the recording of exports.
p Provisional estimates.
r Revised estimates.

TABLE 5. EXPORTS: AREAS§
Overseas trade statistics basis

Seasonally adjusted values** — £ million fob per month

	Total	Sterling Area ***	Western Europe: Total	Western Europe: EEC	Western Europe: EFTA	North America	Latin America	Soviet Union and Eastern Europe	Rest of world ***
1970	672	186	277	147	107	103	24	22	60
1971 p	765	222	306	162	116	121	28	21	67
1971 1st quarter	680	200	275	145	108	106	23	20	56
2nd quarter	780	227	310	165	118	125	30	20	66
3rd quarter	798	226	311	167	114	134	31	21	72
October	810	243	326	169	125	118	29	25	73
November	759	227	322	173	119	102	26	19	71
December p	832	239	335	174	128	134	30	26	72
3rd quarter	798	226	311	167	114	134	31	21	72
4th quarter p	801	236	328	172	124	118	28	23	72

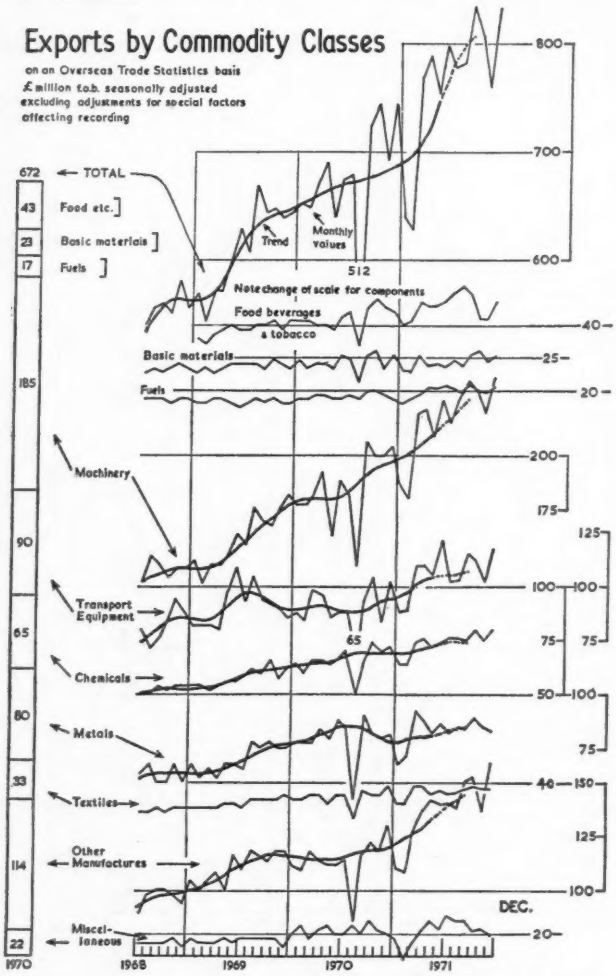
§ See Note 1(b).
p Provisional estimates.
** No adjustment has been made in this table for special factors affecting the recording of exports.
*** See Note 1(f).

UK TRADE
continued

Note: In arriving at the export total of £791 million in December, a deduction of £5 million has been made as a provisional net allowance for factors affecting recording (because of a further improvement in the prompt submission of documents under the new system of recording exports—see Table 2 and Note 1(e)).

Exports

General comment. The rise in total exports from the low figure in November reflected higher values to all main areas, including a sharp recovery in shipments to North America following the resumption of work in American East Coast ports at the beginning of December.



In the fourth quarter of 1971 total exports were about 2 per cent lower than in the third quarter. This comparison is somewhat distorted however by the US dock strike in October and November and the high deliveries that preceded it in the third quarter. Half-yearly comparisons are less distorted by strikes and exports in the second half of 1971 were 8 per cent higher than in the first half of the year. Of this increase approximately one half reflected a higher volume of exports and one half higher prices.

Market pattern§. Exports to North America fell sharply in the fourth quarter to an average of £118 million a month, seasonally adjusted. This was 12 per cent lower than the third quarter, when deliveries were inflated in anticipation of the strike. Exports to markets other than North America showed a growth of 3 per cent between the corresponding quarters, only slightly less rapid than the rate of increase to these markets earlier this year.

Between 1970 and 1971 there were increases to most markets. Exports to Western European countries increased by 10 per cent between the two years, with the value of exports to the EEC growing by 10 per cent and to EFTA by 8 per cent. Exports to North America rose by 17 per cent and to the sterling area by 20 per cent.

Commodity pattern§. Between the third and fourth quarters of 1971 exports of most commodity groups showed increases. There was however a sharp decrease of 19 per cent in exports of the food and beverages group, mainly reflecting the fall in whisky exports to the United States.

Between 1970 and 1971 there was a 15 per cent increase in exports of total manufactures. Within this category machinery exports increased by 17 per cent, road motor vehicles by 19 per cent and chemicals by 13 per cent. Among non-manufactures, exports of fuels rose by 15 per cent and food, beverages and tobacco by 14 per cent.

Imports

General comment. The recovery in imports in December also reflected the return to a more normal level of trade with North America. In the fourth quarter imports on a balance of payments basis averaged £736 million a month, 3 per cent more than in the third quarter.

Taking the second half year as a whole, which reduces the effect of distortions, imports were 3 per cent greater than in the first half of 1971, reflecting higher import prices. For 1971 as a whole, imports were 9 per cent more than in 1970, about half the increase being attributable to higher import prices and half to a rise in volume.

Commodity pattern§. Between the two halves of 1971 imports of finished manufactures increased sharply (by 10 per cent) mainly reflecting higher arrivals of consumer goods. The value of imports of industrial materials was 3 per cent higher and fuel imports also

(continued on next page)

§ See Note 1(b).

TABLE 6. EXPORTS: COMMODITY CLASSES § Overseas trade statistics basis

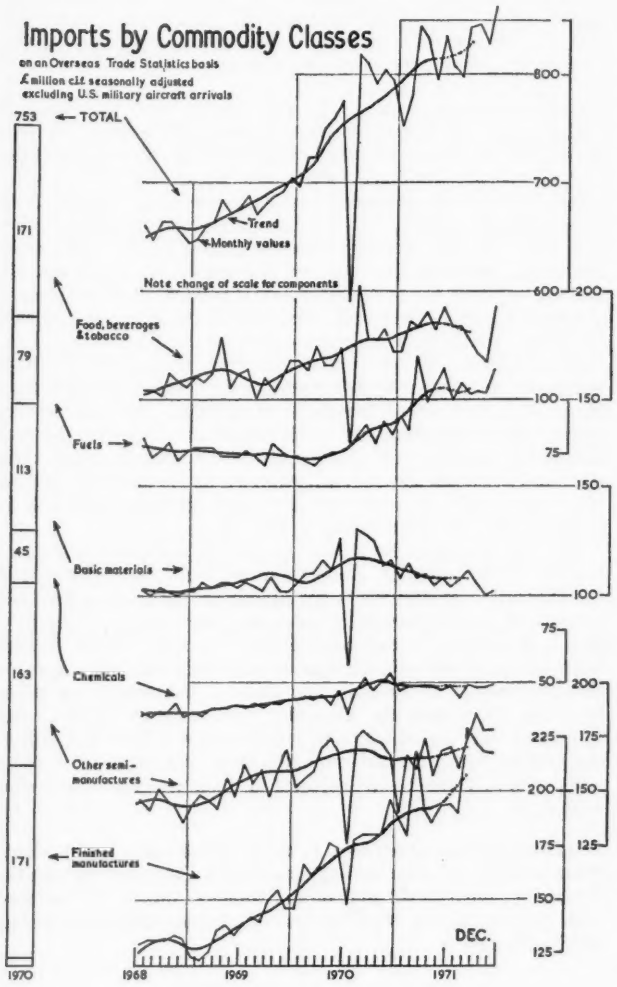
Seasonally adjusted values** — £ million fob per month

					Manufactures									
						Machinery and transport equipment								
	Total	Food, beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals and miscellaneous metal manufactures	Textiles	Other manufactures	Miscellaneous
1970	672	43	23	17	567	275	185	70	20	66	80	33	114	22
1971	765	49	23	20	652	322	217	82	24	74	83	35	137	21
1971 1st quarter	680	44	21	16	586	289	195	75	21	67	78	33	115	14
2nd quarter	780	50	22	22	663	327	218	87	25	74	86	36	140	24
3rd quarter	798	56	24	21	668	331	223	81	25	75	84	36	143	26
October	810	43	28	20	698	343	230	86	22	80	89	38	152	21
November	759	43	23	19	653	323	220	77	23	75	86	37	137	22
December p	832	51	26	22	713	356	236	92	24	80	83	37	159	20
3rd quarter	798	56	24	21	668	331	223	81	25	75	84	36	143	26
4th quarter	801	46	26	20	690	340	229	85	23	78	86	37	149	21

§ See Note 1(b). p Provisional estimates.
** No adjustment has been made in this table for special factors affecting the recording of exports.

increased slightly after a marked rise in the first half year, but imports of the food, beverages and tobacco groups were a little lower.

Between the two years 1970 and 1971 imports of fuels showed a sharp rise of 32 per cent mainly reflecting the big rise in oil prices. Imports of finished manufactures increased 18 per cent by value and food, beverages and tobacco by 6 per cent. Imports of industrial materials were practically unchanged by value between the two years mainly reflecting the slow growth in output and some de-stocking by industry during 1971.



Sources of imports§. Between the two halves of 1971 imports from the sterling area and Western Europe each increased by 7 per cent but the value of arrivals from North America fell by 12 per cent partly because of the American dock strike but also reflecting the large imports of aircraft in the earlier period. Imports from Eastern Europe were also lower but arrivals from other main areas increased. Between 1970 and 1971 there were increases in imports from Western Europe, the sterling area and the rest of the world group of countries, while arrivals from North America decreased and values of imports from Eastern Europe and Latin America were little changed.

Notes

1(a) Trade figures on a balance of payments basis. The seasonally adjusted import and export figures on a balance of payments basis are obtained by making various adjustments to the seasonally adjusted figures derived from those recorded in the monthly Overseas Trade Statistics. These adjustments are summarised in Tables 2 and 3 of this article. Some are valuation adjustments; the principal of these is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to UK owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of US military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special US Exim Bank credit. (The values involved are now small.) All these adjustments are described in greater detail in the annual 'Pink Book', *United Kingdom Balance of Payments 1971* (Table 7 and pp. 63-67) and in an article in the issue of *Trade and Industry* dated November 4, 1970.

Since firm figures for the adjustments do not become available as quickly as the recorded trade statistics, the figures for imports and exports on a balance of payments basis in the latest months are at this stage preliminary estimates and liable to revision.

1(b) The adjustments described at Note 1(a) are made only for the monthly totals of exports and imports, and cannot be estimated for the area and commodity analyses of trade. The values of total trade and the main components of exports and imports in Tables 5 to 8 are available only on the Overseas Trade Statistics basis and correspond with the totals given in the first columns of Tables 2 and 3. Whereas comment on total trade relates to total exports and imports on a balance of payments basis. analyses of the area and commodity patterns of trade in this article are based on the figures on the Overseas Trade Statistics basis in Tables 5 to 8. The main components of trade are seasonally adjusted independently from the totals and in consequence do not always add exactly to the seasonally adjusted totals.

1(c) Visible balance. The visible balance is the difference between the import and export figures on a balance of payments basis obtained

(*continued on next page*)

TABLE 7. IMPORTS: COMMODITY CLASSES§ Overseas trade statistics basis

Seasonally adjusted values — £ million cif per month

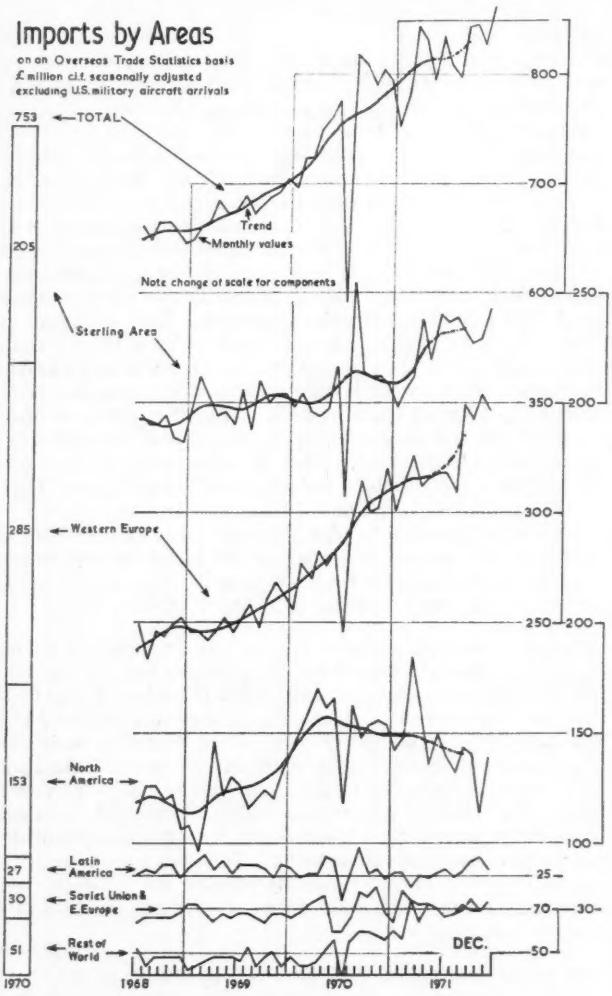
	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	Miscellaneous
1970	753	751	171	79	322	113	45	163	173	171	9
1971 p	820	819	182	104	321	106	47	167	201	202	10
1971 1st quarter	794	792	181	100	313	109	48	156	196	195	7
2nd quarter	822	821	187	106	319	106	47	166	191	190	11
3rd quarter	818	817	181	104	321	106	47	168	205	204	10
October	846	846	172	104	338	105	48	185	224	223	10
November	829	829	168	103	325	100	48	177	218	218	16
December p	862	862	193	114	329	101	49	178	217	217	13
3rd quarter	818	817	181	104	321	106	47	168	205	204	10
4th quarter p	846	846	178	107	331	102	48	180	220	219	13

§ See Note 1(b).
p Provisional estimates.

UK TRADE
continued

as described in Note 1(a) above. Since, as noted above, the import and export figures for the most recent months are provisional, it follows that the monthly visible balances for these months are also provisional and liable to revision.

The monthly figures for the visible balance are published only on a seasonally adjusted basis. Since the balance is the difference of two large and variable figures, it is itself liable to fluctuation and undue significance should not be attached to a single month's figure; it is more useful to consider the average balance over three or more months.



1(d) Trends. Even after allowing for seasonal influences, the sequence of monthly figures is usually too variable to give a satisfactory indication of the underlying trend. While it is possible to construct elaborate estimates of trend these cannot be applied to the most recent months, and a simple method of giving some guidance on underlying movements in the most recent past is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1A. Although they are still sensitive to irregular movements in the monthly figures and to special influences, they are markedly less variable than the monthly figures. Apart from occasions when major disturbances distort the flow of trade, the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

1(e) Recording of exports. The new scheme for the statistical documentation of exports devised to ensure full recording applied to all goods shipped on or after October 25, 1971. (For details of the new scheme see *Trade and Industry* of August 19, 1971.) As the greater part of exports recorded in November and virtually all of those recorded in December will have been documented under the new scheme it has been provisionally assumed that recording in November and December was virtually complete and consequently that no addition for under-recording is needed. This provisional assumption will be reviewed when checks of documents against manifests in respect of sailings are completed.

Information on the receipt of documents suggests that in November and to some extent in December they came in more quickly than in previous months. This speeding-up in the flow of documents was additional to the speeding-up which had occurred in September and October. A decrease in the time taken by exporters to return their statistical declarations was not unexpected as the new scheme aims not only at full recording but also more prompt returns. It is possible some further speeding-up may yet occur.

The speeding-up in the flow of documents represents neither an increase in the shipment of exports in a month nor a reduction in the proportion of documents not submitted, but rather a bringing forward of documents which would otherwise have been submitted in a later month. It is therefore necessary to make some deduction from the seasonally adjusted figures on the trade statistics basis for this speeding-up and the deduction has been provisionally estimated at about £5 million for December. The estimate is inevitably subject to some uncertainty and will be reviewed later. The adjustments to the figures for earlier months for factors affecting recording are shown in Table 2 and explained in the notes given in previous articles.

1(f) Libya and the sterling area. Tables 5 and 8 at present still include trade with Libya in the sterling area figures. Commencing with the article for January 1972 all figures relating to Libya will be included with the 'Rest of the World' series (and excluded from the sterling area) in all tables.

TABLE 8. IMPORTS: AREAS Overseas trade statistics basis §

Seasonally adjusted values — £ million cif per month

	Total	Total excluding US military aircraft, etc.	Sterling area ***	Western Europe	North America: Total	North America: Excluding US military aircraft, etc.	Latin America	Soviet Union and Eastern Europe	Rest of world ***
1970	753	751	205	285	155	153	27	30	51
1971 p	820	819	228	325	144	143	27	29	68
1971 1st quarter	794	792	206	314	159	158	24	31	63
2nd quarter	822	821	233	315	148	147	25	29	69
3rd quarter	818	817	238	323	139	138	26	27	67
October	846	846	227	343	140	140	31	28	74
November	829	829	229	354	113	113	33	28	69
December p	862	862	243	347	139	139	28	33	72
3rd quarter	818	817	238	323	139	138	26	27	67
4th quarter p	846	846	233	348	131	131	31	29	72

§ See Note 1(b).
p Provisional estimates.
*** See Note 1(f).

1(g) Revisions to seasonally adjusted figures. As usual, end-year adjustments have been made to the seasonally adjusted monthly figures for exports, imports and, in consequence, for the visible balance. The revisions arise on two accounts. First, the seasonal factors have been reassessed taking account of the most recent data by using the main computer programme described in the article on the seasonal adjustment of the trade figures in *Trade and Industry* on February 17, 1971. Second, the total of the individual months has been brought into agreement with the cumulative recorded total for the year. Some preliminary revisions to the figures for exports and the visible balance were made with the release of the October figures on November 11. The further revisions now included in the figures amount to additions close to £2 million a month on average for both exports and imports. The effect on the visible balance is on average negligible.

2. Detailed particulars of United Kingdom imports and exports will be published on January 28† and further analysis of the figures will be found in Tables 124 to 143 in the *Monthly Digest* for February,‡ due to be published in the second week of March.

† Overseas Trade Statistics of the United Kingdom, published by HMSO, price £1.85 (annual subscription £25.05).
‡ Monthly Digest of Statistics, published by HMSO, price 60p (annual subscription £7.75).

Retailers' stocks in November

THE value of stocks at current prices held by retailers at the end of November showed an increase of 6 per cent over the corresponding month of last year; at constant prices there was a decrease of 1 per cent compared with November 1970. The increases are rather less than in recent months, but the comparisons are made with the relatively high level of November last year.

ESTIMATE OF LEVELS AND PERCENTAGE INCREASES IN RETAILERS' STOCKS

Index numbers (end 1960 = 100) *and percentage increase on a year earlier*
(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices:												
1966	124	126	127	136	140	139	131	137	137	146	156	134
1967	130	132	140	142	144	142	134	139	138	147	157	137
1968	133	136	147	147	151	148	141	147	146	156	168	148
1969	142	146	159	157	161	159	152	158	157	169	183	159
1970	150	153	163	165	166	167	161	169	167	184	204	177
1971	N.A.	N.A.	180	181	185	187	175	182	184	199	217	
1969	*6*	*8*	*8*	*6*	*6*	*7*	*8*	*8*	*7*	*8*	*9*	*7*
1970	*6*	*5*	*3*	*6*	*3*	*5*	*6*	*6*	*7*	*9*	*12*	*12*
1971	*N.A.*	*N.A.*	*10*	*9*	*11*	*12*	*9*	*8*	*10*	*8*	*6*	
At constant (December 1960) prices:												
1966	111	113	122	121	124	124	116	120	120	128	136	116
1967	113	115	122	123	126	123	116	121	120	120	136	119
1968	115	117	126	124	127	124	118	123	122	130	139	122
1969	116	119	129	127	130	128	122	127	125	134	144	125
1970	118	119	127	127	127	128	122	127	125	136	150	130
1971	N.A.	N.A.	129	128	130	131	122	126	128	137	149	
1969	*1*	*2*	*2*	*2*	*2*	*3*	*3*	*3*	*3*	*3*	*3*	*2*
1970	*1*	*—*	*-2*	*—*	*-2*	*—*	*—*	*—*	*—*	*2*	*5*	*4*
1971	*N.A.*	*N.A.*	*2*	*1*	*2*	*3*	*—*	*—*	*2*	*1*	*-1*	

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

Retail sales in Northern Ireland

THE index of retail sales in Northern Ireland for October was 123 (1965 = 100), 3 per cent more than in October 1970. This is a rather larger increase than in September but is in line with the increase for the third quarter of 1971.

After allowing for price changes, the total volume of sales in October 1971 was 5 per cent less than a year earlier.

Index numbers of the value of sales and percentage increases on a year earlier for the main groups of traders in October are shown below. More detailed information can be obtained from the Ministry of Commerce, Index of Retail Sales, Chichester House, 64 Chichester Street, Belfast BT1 4JX (Tel. Belfast (0232) 34488, Ext. 336).

The value of sales by:	October 1971 Index No. 1965 = 100	October 1971 Percentage increase
All kinds of business	123	3
Food shops	129	6
Non-food shops	120	1
Of which:		
Clothing and footwear shops	124	−3
Durable goods shops	154	13
Miscellaneous non-food shops	113	4
Department and general stores	101	−11

Business Monitor

THE following titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, SE1 9NH.

Production series

Monthly at £1 a year post free:
Foam backing, foam laminating and fabric to fabric bonding
Wood chipboard for October
Tools and implements for October.

Quarterly at 37½p a year post free:
Overalls and men's shirts, underwear, etc. for first quarter 1971
Weatherproof outerwear for first quarter 1971
Wallcoverings for third quarter 1971
Domestic hollow-ware for third quarter 1971
Telecommunication equipment for third quarter 1971
Toys, games and children's carriages for second quarter 1971
Motor control gear for third quarter 1971
Rotating electrical machinery for third quarter 1971
Lace for second quarter 1971.

Service and distributive series

Monthly at £1 each a year post free:
Instalment credit business of finance houses for November
Instalment credit business of retailers for November.

Miscellaneous series

Monthly at £5.25 a year post free:
Motor vehicle registrations for November.

A complete list of titles of Business Monitors was last published in *Trade and Industry* on December 16, 1971 on page 562.

UK BUSINESSMEN GOING OVERSEAS 1972

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) (at either the Regional Office covering their area or Export House, 50 Ludgate Hill, London EC4M 7HU). The DTI in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, is in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business. Apart from the businessman's name and his firm's, DTI needs to know the general purpose of the visit: details of his itinerary—places to be visited and dates as nearly as possible: names and addresses of local agents: type of contacts and introductions the businessman would like arranged in advance: and any other information considered helpful. This information should, where possible, be accompanied by appropriate trade literature.

UK computer market, during the third quarter of 1971

DEPARTMENT of Trade and Industry provisional figures show that, in current price terms, output of computers in the third quarter of 1971 was much higher than in the second quarter and not far below that of the peak third quarter of 1970.

Total output, which includes deliveries of factored equipment as well as repair and maintenance, amounted to £86.0 million in the third quarter of 1971 compared with £69.2 million in the second quarter and £89.8 million in the third quarter of 1970.

The total for the first nine months of 1971 (£255.8 million) was slightly below that of the corresponding period of 1970 (£232.7 million). In the case of hardware alone, total deliveries were £204.7 million in the first nine months of 1971 against £217.4 million in the same period of 1970, a fall of 6%.

The latter figures may be summarised as follows:

DELIVERIES OF COMPUTER HARDWARE (£M CURRENT PRICES)

	British Made			Factored			All machines		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1970 (9 months)	96.9	67.8	164.7	52.5	0.2	52.7	149.4	68.0	217.4
1971 (9 months)	94.3	67.1	161.4	42.0	1.3	43.3	136.3	68.4	204.7
Change £m	−2.6	−0.7	−3.3	−10.5	+1.1	−9.4	−13.1	+ 0.4	−12.7
%	−3	1	−2	−20		−18	−9	+ 1	−6

Deliveries of British made equipment were little changed in the period under review from the previous year but deliveries of factored equipment to the home market were down by one-fifth. As export deliveries were almost the same in both periods, the net result was that total deliveries in the first nine months of 1971 were 6% lower than in the corresponding period of 1970, as stated above.

Full details of output and deliveries in current price terms appear in Tables 1, 2 and 3 attached.

Exports holding up

As has been seen, deliveries for export are holding up well, despite the fall in total deliveries, so that the proportion of exports to total deliveries in the first nine months of 1971 was higher (33 per cent than in 1970 (31 per cent).

Size of systems delivered

The value of digital systems delivered shown in colums 2 and 3 of Table 1 may be analysed thus:

DIGITAL COMPUTER SYSTEMS DELIVERED, 3rd QUARTER 1971

	Home		Export	
Size of system	No	Value £'000	No	Value £'000
Under £5,000	72	299	74	309
£5,000— £19,000	70	673	3	25
£20,000— £49,000	35	1,193	43	1,033
£50,000—£119,000	42	3,073	72	4,847
£120,000—£249,000	28	4,962	28	4,659
£250,000—£499,000	17	5,743	9	2,733
£500,000—£999,000	4	2,594	2	1,145
Over £1m	1	1,187	—	—
Unclassified	156	8,514	—	—
TOTAL	425	28,238	231	14,715

Orders on hand

Orders on hand, particularly those of export, showed a considerable increase during the quarter. Table 4 gives the figure for September 30, 1971 as £323 million, of which £133 million were for export. This was higher than that for June 30, 1971 (£270 million of which £83 million for export), or September 30, 1970 (£312 million of which £89 million for export). This increase is believed to be due in substantial measure to special factors which may well not recur.

Orders on hand for the home market showed little increase but orders for British-made machines declined while those for factored equipment rose.

Net new orders

The totals for net new orders may be derived from deliveries and orders on hand:

NET NEW ORDERS FOR ELECTRONIC COMPUTERS (£M CURRENT PRICES)

	1969			1970			1971		
	Home	Export	Total	Home	Export	Total	Home	Export	Total
1st qtr.	33.2	19.6	52.8	64.2	27.6	91.8	26.7	18.4	45.1
2nd qtr.	51.9	29.9	81.8	43.5	35.7	79.2	34.0	15.8	49.8
3rd qrt.	36.2	18.0	54.2	39.8	24.0	63.8	53.2	77.9	131.1
4th qtr.	47.3	24.3	71.6	39.2	29.2	68.4			

Since their steep fall in the first quarter of 1971, net new orders have started climbing again.

Employment

A further fall in numbers employed was recorded at September 31, 1971. The categories affected are shown in Table 5.

TABLE 1. TOTAL DELIVERIES OF ELECTRONIC COMPUTERS

£ thousand, current prices

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customer Account		Total output		Goods Sold to other UK Mfrs.
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	78,684	16,572	1,393	307	1,973	572	4,667	377	28,221	15,752	114,938	33,580	5,924	313	326	54	121,242	33,893	4,264
1967	88,771	22,827	1,547	293	3,533	838	2,551	333	30,831	13,011	127,233	37,302	8,574	1,070	466	76	136,349	38,394	8,483
1968	113,266	26,579	1,960	233	5,232	1,144	4,902	1,173	39,987	11,711	165,347	40,840	11,868	707	56	242	177,513	41,547	9,847
1969	119,732	36,493	3,897	518	10,182	2,997	9,404	2,803	64,038	19,507	207,253	62,318	15,767	1,010	49	89	223,158	63,328	11,607
1970	171,319	55,698	2,364	126	20,035	9,036	14,674	5,929	87,780	26,142	296,172	96,931	20,840	61	200	384	317,596	97,113	13,779
1969 Q1	25,409	7,181	604	102	2,050	200	2,386	103	13,719	3,467	44,168	11,053	3,399	229	7	30	47,604	11,282	3,522
Q2	26,032	7,877	1,684	114	2,370	551	1,829	742	17,151	5,023	49,066	14,307	3,896	385	3	32	52,997	14,692	2,922
Q3	32,038	11,271	814	198	2,148	663	1,148	400	15,214	5,021	51,362	17,553	4,021	266	19	3	55,405	17,819	2,834
Q4	36,253	10,164	795	104	3,614	1,583	4,041	1,558	17,954	5,996	62,657	19,405	4,451	130	20	24	67,152	19,535	2,329
1970 Q1	35,808	11,700	179	79	2,995	1,307	2,770	948	21,338	5,844	63,090	19,878	4,981	10	24	100	68,195	19,955	3,547
Q2	41,078	11,685	291	34	5,028	2,126	3,130	1,178	20,246	6,064	69,773	21,087	4,858	17	22	63	74,716	21,104	2,589
Q3	49,559	16,479	1,641	6	6,237	2 520	3,993	1,829	23,123	6,121	84,553	26,955	5,130	15	53	84	89,820	26,978	3,339
Q4	44,874	15,834	253	7	5,775	3,083	4,781	1,974	23,073	8,113	78,756	29,011	5,871	19	101	137	84,865	29,076	4,304
1971 Q1 p	32,018	8,593	162	10	3,710	1,363	2,967	377	25,398	9,025	64,255	19,368	6,157	17	135	55	70,602	19,385	3,331
Q2 p	33,765	11,085	6	—	4,403	1,511	3,346	841	20,993	7,949	62,513	21,386	6,504	14	70	135	69,222	21,438	2,513
Q3 p	42,989	14,751	1	—	5,304	1,298	4,143	1,123	25,467	10,458	77,904	27,630	7,918	17	36	157	86,015	27,680	3,256

(*continued on page 109*)

TABLE 2. DELIVERIES OF ELECTRONIC COMPUTERS (BRITISH MADE)

£ thousand, current prices

	Digital Computing Systems		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronics Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	45,438	15,167	1,393	307	1,598	568	4,160	369	25,839	15,268	78,428	31,679	5,233	313	326	54	84,041	31,992	3,991
1967	62,381	21,416	1,452	293	2,848	838	2,551	333	26,909	12,728	96,141	35,608	7,306	1,070	466	63	103,976	36,700	5,501
1968	77,197	25,803	1,931	233	3,235	1,132	4,868	1,173	27,112	11,614	114,343	39,955	9,755	707	56	242	124,396	40,662	7,582
1969	86,596	36,370	2,575	498	7,918	2,973	9,404	2,803	44,720	19,416	151,213	62,060	12,824	1,010	48	87	164,172	63,070	8,220
1970	123,437	55,519	779	124	18,092	9,010	14,344	5,929	66,898	26,058	223,550	96,640	16,186	61	200	326	240,262	96,822	13,778
1969 Q1	19,291	7,169	604	102	1,270	199	2,386	103	8,287	3,465	31,838	11,038	2,801	229	7	30	34,676	11,267	2,742
2	19,282	7,877	670	114	1,741	544	1,829	742	11,214	5,021	34,736	14,298	3,364	385	3	32	38,135	14,683	1,519
3	26,329	11,238	750	198	1,600	657	1,148	400	11,612	4,939	41,439	17,432	3,243	266	18	3	44,703	17,698	1,882
4	21,694	10,086	551	84	3,307	1,573	4,041	1,558	13,607	5,991	43,200	19,292	3,416	130	20	22	46,658	19,422	2,077
1970 Q1	26,539	11,575	144	79	2,706	1,304	2,770	948	16,940	5,818	49,099	19,724	3,720	10	24	90	52,933	19,801	3,546
Q2	28,224	11,643	291	34	4,772	2,123	2,817	1,178	14,956	6,057	51,060	21,035	3,898	17	22	57	55,037	21,052	2,589
Q3	38,495	16,479	141	6	5,490	2,501	3,976	1,829	16,483	6,112	64,585	26,927	3,883	15	53	61	68,582	26,950	3,339
Q4	30,179	15,822	203	5	5,124	3,082	4,781	1,974	18,519	8,071	58,806	28,954	4,685	19	101	118	63,710	29,019	4,304
1971 Q1 p	23,085	8,593	157	10	2,917	1,353	2,949	377	21,877	9,022	50,985	19,355	4,899	17	135	42	56,061	19,372	3,331
Q2 p	26,207	10,900	6	—	3,764	1,497	3,346	841	17,091	7,836	50,414	21,074	5,403	14	70	135	56,022	21,126	2,513
Q3 p	32,244	14,692	1	—	3,353	1,275	4,143	1,123	20,300	9,549	60,041	26,639	6,247	17	36	147	66,471	26,689	2,150

TABLE 3. DELIVERIES OF ELECTRONIC COMPUTERS (FACTORED)

£ thousand, current prices

	Digital Computing System		Analogue and Hybrid Computers		Data Transmission Equipment		Ind. Electronic Control Equipment		Peripheral Equipment		Total Deliveries		Repair and Maintenance (a)		R & D on Customer Account		Total Output		Goods sold to other UK Mfrs
	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Total	Export	Hard-ware	Soft-ware	Total	Export	
1966	33,246	1,405	—	—	375	4	507	8	2,382	484	36,510	1,901	691	—	—	—	37,201	1,901	273
1967	28,390	1,411	95	—	685	—	—	—	3,922	283	31,092	1,694	1,268	—	—	13	32,373	1,694	2,982
1968	36,069	776	29	—	1,997	12	34	—	12,875	97	51,004	885	2,113	—	—	—	53,117	885	2,265
1969	33,136	123	1,322	20	2,264	24	—	—	19,318	91	56,040	258	2,943	—	1	2	58,986	258	3,387
1970	47,882	179	1,585	2	1,943	26	330	—	20,882	84	72,622	291	4,654	—	—	58	77,334	291	1
1969 Q1	6,118	12	—	—	780	1	—	—	5,432	2	12,330	15	598	—	—	—	12,928	15	780
Q2	6,750	—	1,014	—	629	7	—	—	5,937	2	14,330	9	532	—	—	—	14,862	9	1,403
Q3	5,709	33	64	—	548	6	—	—	3,602	82	9,923	121	778	—	1	—	10,702	121	952
Q4	14,559	78	244	20	307	10	—	—	4,347	5	19,457	113	1,035	—	—	2	20,494	113	252
1970 Q1	9,269	125	35	—	289	3	—	—	4,398	26	13,991	154	1,261	—	—	10	15,262	154	1
Q2	12,854	42	—	—	256	3	313	—	5,290	7	18,713	52	960	—	—	6	19,679	52	—
Q3	11,064	—	1,500	—	747	19	17	—	6,640	9	19,968	28	1,247	—	—	23	21,238	28	—
Q4	14,695	12	50	2	651	1	—	—	4,554	42	19,950	57	1,186	—	—	19	21,155	57	—
1971 Q1 p	8,933	—	5	—	793	10	18	—	3,521	3	13,270	13	1,258	—	—	13	14,541	13	—
Q2 p	7,558	185	—	—	639	14	—	—	3,902	113	12,099	312	1,101	—	—	—	13,200	312	—
Q3 p	10,745	59	—	—	1,951	23	—	—	5,167	909	17,863	991	1,671	—	—	10	19,544	991	1,106

(a) Work done in UK only

TABLE 4. ORDERS ON HAND FOR ELECTRONIC COMPUTERS AND PERIPHERALS

	Total			Of UK manufacture			Factored		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1966									
31st December	126.9	97.5	29.4	99.2	71.3	27.9	27.7	26.2	1.5
1967									
31st December	188.3	157.0	31.3	128.1	97.9	30.2	60.2	59.1	1.1
1968									
31st December	241.3	200.9	40.4	150.6	110.2	40.4	90.7	90.7	–
1969									
31st December	294.7	224.7	70.0	185.1	115.4	69.7	109.6	109.3	0.3
1970									
31st March	323.4	245.7	77.7	202.8	125.1	77.7	120.6	120.6	–
30th June	332.9	240.5	92.4	218.6	126.2	92.4	114.3	114.3	–
30th September	312.2	222.7	89.5	212.6	123.1	89.5	99.6	99.6	–
31st December	301.9	212.1	89.8	207.4	117.6	89.8	94.5	94.5	–
1971									
31st March	282.7	193.9	88.8	194.6	106.1	88.5	88.1	87.8	0.3
30th June	270.0	186.8	83.2	179.7	96.5	83.2	90.3	90.3	–
30th September	323.2	189.7	133.5	221.6	88.1	133.5	101.6	101.6	–

TABLE 5. NUMBERS EMPLOYED IN UK ELECTRONIC COMPUTER INDUSTRY

	Total	R & D	Manu-facturing	Sales	Other
1966					
31st December	35,800	3,600	15,300	4,700	12,200
1967					
31st December	41,600	4,800	17,000	5,600	14,200
1968					
31st December	45,100	4,900	17,800	5,500	16,900
1969					
31st December	48,800	5,700	19,000	5,800	18,300
1970					
31st March	49,200	6,100	18,700	5,500	18,900
30th June	51,500	6,400	20,000	5,600	19,500
30th September	52,100	6,500	20,700	5,800	19,100
31st December	52,400	6,400	20,300	5,900	19,800
1971					
31st March	51,600	6,500	19,600	5,700	19,800
30th June	51,500	6,500	19,900	5,600	19,500
30th September	50,000	6,200	19,000	5,600	19,200

Unit value and volume index numbers for November 1971

THE export unit value index rose again in November 1971, when, on a balance of payments basis, it was more than one half per cent above the level in October. The import unit value index on a balance of payments basis fell slightly (though not sufficiently to change the rounded index). The terms of trade index which was fairly steady in the early part of the year rose by 1 per cent in November after a similar increase in October. In September-November as whole the export unit value index was nearly 2 per cent higher than in June-August; the import unit value index showed little change between these periods.

Unit values of exports of machinery and transport equipment continue to rise sharply; in September-November they were nearly 4 per cent higher than in the previous three months. This group has been the main cause of the recent rise in the export unit value index. Among the remaining groups of manufactures only the index for 'other manufactures' showed any rise in September-November. The indices for both textiles and metal manufactures fell back slightly in this period; in the latter group non-ferrous metals, especially silver and copper, were responsible for the fall in unit values. The unit value index for exports of non-manufactures, which rose fairly rapidly earlier in the year as a result of increases in fuel prices, has steadied in recent months and in September-November was only one half per cent above its level in June-August.

TABLE 1. IMPORT AND EXPORT UNIT VALUE AND VOLUME INDEX NUMBERS ON A BALANCE OF PAYMENTS BASIS

1961 = 100

	Unit Value Index Numbers (Unadjusted)			Volume Index Numbers (Seasonally adjusted)	
	Imports	Exports	Terms of Trade†	Imports	Exports
1969	126	127	101	146	149
1970	131	136	104	155	154
1969 1st quarter	123	126	103	145	139
2nd quarter	125	127	101	146	148
3rd quarter	127	127	100	145	154
4th quarter	130	129	100	147	154
1970 1st quarter	131	131	101	148	155
2nd quarter	132	134	102	157	155
3rd quarter	131	136	104	152	145
4th quarter	131	139	106	162	162
1971 1st quarter	131	143	109	162	149
2nd quarter	135	146	108	164	168
3rd quarter	137	149	109	159	167
1971 January	130	143	110	153	141
February	131	143	109	158	137
March	132	144	109	174	168
April	135	145	107	166	172
May	135	146	108	160	162
June	136	147	108	165	170
July	137	148	109	158	165
August	137	150	109	155	166
September	138	151	109	165	171
October p	137	151	110	163	166
November p	137	152	112	157	152

† Export Unit Value Index as a percentage of the Import Unit Value Index
p Provisional estimates.

TABLE 2. IMPORT AND EXPORT UNIT VALUE INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS) 1961=100

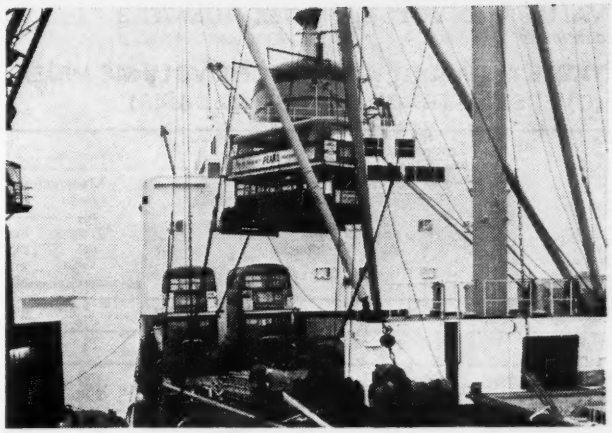
	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	99	102	96	98	99	101	100	102	98	100	101	103	101
1963	103	111	97	97	101	104	105	104	100	102	102	106	103
1964	107	115	103	95	105	106	108	106	101	107	107	107	105
1965	107	113	102	90	109	109	105	109	104	109	113	110	108
1966	109	114	103	84	114	113	107	114	106	111	120	114	113
1967	109	113	99	92	116	114	102	116	106	111	120	118	116
1968	121	120	107	107	135	123	108	126	113	115	131	128	128
1969	126	124	115	100	142	127	114	130	116	122	139	131	131
1970	132	132	121	98	148	136	118	140	126	127	155	141	138
1969 1st quarter	124	123	112	104	138	128	114	130	117	120	135	133	130
2nd quarter	125	124	115	102	141	128	115	130	118	122	136	132	131
3rd quarter	127	125	116	100	144	128	115	131	118	122	139	132	131
4th quarter	129	128	117	98	149	129	114	132	118	123	144	133	132
1970 1st quarter	131	129	119	96	151	131	116	134	119	124	151	134	134
2nd quarter	132	132	121	95	151	134	117	137	123	126	155	137	137
3rd quarter	132	133	122	97	149	136	119	140	125	126	156	140	139
4th quarter	132	135	120	102	147	139	119	143	128	127	156	145	142
1971 1st quarter	133	136	120	111	144	143	123	147	132	130	156	151	145
2nd quarter	137	140	123	121	147	146	125	150	129	134	157	155	147
3rd quarter	138	142	123	125	149	149	128	154	132	133	157	161	150
1970 July	133	133	122	96	151	135	119	139	124	125	156	139	138
August	131	132	121	97	148	136	119	140	124	126	156	140	139
September	132	133	121	98	148	137	119	140	126	126	156	141	140
October	132	134	120	100	148	137	119	141	126	126	155	142	141
November	132	135	121	102	147	139	119	143	128	127	156	145	143
December	132	136	119	104	146	141	120	145	130	129	156	148	143
1971 January	132	136	119	108	144	143	122	147	130	129	156	150	144
February	133	136	121	111	144	143	123	147	132	131	156	151	144
March	134	136	121	115	145	144	124	148	132	129	155	152	146
April	136	139	123	119	146	144	124	148	130	132	155	154	144
May	137	140	123	121	147	146	126	150	128	134	156	156	148
June	138	141	123	124	148	147	126	151	129	136	159	157	149
July	138	142	123	126	148	148	127	152	130	132	157	160	150
August	138	141	123	125	149	149	128	153	133	134	156	161	149
September	139	142	123	125	150	150	128	155	132	133	156	163	152
October	138	143	122	123	148	151	128	155	130	134	155	165	152
November	137	142	122	122	147	152	127	157	129	134	158	167	151

There was little change in the unit value indices for the main groups of imports in September-November. The index for food, drink and tobacco increased by less than 1 per cent over June-August, with rises in the unit values of imported dairy products, fish and beverages partly offset by reductions in the prices of cereals and fruit and vegetables (where a fall is normal at this time of year). Among the other groups, the index for fuels has fallen back a little from its peak of the middle of the year and there was a small fall in the index for basic materials between June-August and September-November caused by reductions in the unit values of rubber, oils and fats, and oilseeds and nuts. Unit values of imported non-ferrous metals, particularly copper and lead, continued to fall in the latest three months but this drop was balanced by increases in the unit values of other manufactured goods.

Trends in United Kingdom trade are discussed in the article on trade in December which is published in this issue of *Trade and Industry*.

Notes

(*a*) The discussion in this article of the unit value index numbers for total imports and exports and the terms of trade is based on the statistics in Table 1, which are on a balance of payments basis. Comments on unit values for commodity groups are based on the indices in Table 2, which are on an *Overseas Trade Statistics* basis. The adjustments which have to be made to the figures recorded in the *Overseas Trade Statistics* to bring them to a balance of payments basis relate either to the coverage of the statistics or to the valuation of items which are recorded. These adjustments are described in greater detail in the annual Balance of Payments *Pink Book*. A brief description of the way in which the index numbers on a balance of payments basis are calculated was published in the article giving unit value and volume index numbers for March 1971 in *Trade and Industry* of May 26, 1971.



Four former London Transport double-decker buses will operate on passenger services in Lusaka soon. Picture shows one of the buses, the first double-decker to operate in Zambia, being loaded on to the m.v. 'Clan Ranald' at King George V Dock in London for shipment to Durban, where on arrival they will be driven to Lusaka. Shipment arrangements were handled by Lep Transport, who expect to handle further shipments to Zambia in the coming months.

(*b*) The index numbers on an *Overseas Trade Statistics* basis were first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

TABLE 3. IMPORT AND EXPORT VOLUME INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS) 1961=100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	145	824	84	63	121	417	139
1962	103	104	96	112	103	102	106	101	107	100	101	100	102
1963	107	102	101	119	112	107	112	107	113	102	99	107	110
1964	119	104	108	128	136	111	107	111	126	106	102	108	122
1965	119	102	107	140	137	116	111	117	131	105	109	115	128
1966	122	100	102	154	146	121	117	121	140	99	105	121	134
1967	132	104	101	165	167	119	119	119	149	95	108	114	136
1968	146	107	111	175	195	136	136	136	169	111	119	131	158
1969	149	103	108	188	207	150	138	153	185	123	126	148	187
1970	156	104	110	202	223	155	151	155	195	133	131	148	182
1969 1st quarter	149	106	109	198	198	136	122	138	166	112	113	132	174
2nd quarter	152	107	108	186	215	152	141	155	188	124	125	154	179
3rd quarter	145	99	109	176	204	150	134	154	187	120	125	146	196
4th quarter	150	105	109	197	205	160	154	161	196	135	140	154	194
1970 1st quarter	150	104	105	198	208	154	141	157	194	132	130	150	189
2nd quarter	164	105	115	204	240	161	148	163	209	138	145	157	181
3rd quarter	149	99	105	204	210	141	140	141	185	125	116	132	170
4th quarter	166	111	118	214	234	168	176	165	210	154	137	157	193
1971 1st quarter	165	109	104	241	236	147	134	151	187	129	123	147	177
2nd quarter	164	108	99	226	241	172	163	174	225	147	143	167	204
3rd quarter	155	99	103	193	231	164	170	163	213	138	132	147	217
1970 July	131	80	72	203	195	163	151	165	217	142	147	157	186
August	152	108	122	189	204	105	98	105	137	90	68	99	144
September	165	108	120	219	232	154	170	152	200	143	133	139	182
October	170	115	125	208	242	165	188	160	214	144	135	153	180
November	163	116	108	221	225	172	180	169	214	157	141	158	206
December	164	103	120	214	237	166	161	166	201	160	136	159	192
1971 January	158	104	107	239	215	138	123	141	178	121	106	137	169
February	149	102	100	193	215	130	124	134	172	112	112	129	155
March	189	121	104	291	276	172	155	178	212	153	151	174	205
April	168	111	99	225	248	173	165	176	235	155	152	166	198
May	154	97	93	221	226	172	157	173	222	144	143	167	203
June	171	114	106	232	248	171	166	174	219	141	135	169	210
July	161	103	102	191	245	172	173	171	227	139	137	160	215
August	144	92	105	195	201	154	154	154	202	130	126	136	213
September	162	102	103	195	248	166	183	163	211	146	132	145	225
October	163	99	97	199	257	165	162	167	225	162	149	146	211
November	166	103	96	208	255	174	166	175	225	165	156	156	223

(*continued on next page*)

VALUE AND VOLUME INDEX NUMBERS
continued

TABLE 4. IMPORT AND EXPORT VOLUME INDEX NUMBERS (SEASONALLY ADJUSTED) (OVERSEAS TRADE STATISTICS BASIS)

1961=100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	145	824	84	63	121	417	139
1969 1st quarter	146	143	104	110	189	197	187	139	128	140	171	115	118	132	175
2nd quarter	151	146	107	109	181	209	197	148	141	150	182	122	120	147	183
3rd quarter	148	145	101	107	182	210	201	157	140	161	192	125	130	158	195
4th quarter	149	148	101	106	198	210	206	157	143	161	196	130	135	155	194
1970 1st quarter	150	150	104	108	191	210	209	155	147	156	194	131	135	148	187
2nd quarter	158	158	103	114	194	228	226	155	148	156	197	132	139	148	184
3rd quarter	153	152	101	103	210	215	215	145	146	145	185	127	119	140	167
4th quarter	164	164	107	114	215	237	236	162	163	161	205	143	132	154	192
1971 1st quarter	163	162	107	107	228	233	232	149	141	152	193	133	127	145	177
2nd quarter	163	162	109	101	224	233	232	169	164	171	217	144	139	161	212
3rd quarter	160	160	103	102	205	239	238	169	175	168	216	143	134	158	212
1970 July	122	122	76	65	198	177	176	155	155	157	209	135	140	147	179
August	168	168	120	122	214	231	231	117	115	116	149	98	81	116	136
September	167	167	107	121	218	238	238	164	168	162	197	146	135	159	185
October	165	164	108	120	204	232	231	168	183	164	211	137	135	160	187
November	165	165	111	110	231	234	232	155	154	154	202	137	129	145	183
December	163	163	102	113	211	244	244	164	152	166	203	154	134	156	205
1971 January	156	155	103	105	227	221	221	142	130	144	188	125	114	137	171
February	160	159	110	110	201	230	230	138	132	141	183	121	120	135	164
March	173	172	108	104	255	248	247	168	162	171	208	152	148	164	196
April	166	166	111	103	218	240	240	172	164	173	223	151	145	162	211
May	159	158	105	100	221	227	227	162	161	164	211	137	134	152	212
June	163	163	110	102	233	231	230	171	166	175	217	145	138	169	212
July	159	159	105	100	202	234	234	166	173	164	220	138	132	151	209
August	156	156	104	102	216	225	225	167	172	166	217	142	136	156	204
September	165	165	101	105	199	256	255	175	178	174	212	150	135	166	222
October	165	164	98	99	206	263	262	170	156	172	220	158	141	158	221
November	161	161	93	94	204	252	252	158	142	162	216	148	138	147	200

Customs notices of interest to exporters

THE following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London, EC3R 7HE.

General Notice

49 Temporary importations: international co-operation.

77E Purchase tax-exports.

77X Purchase tax—retail export schemes.

104 Temporary importations and exportations under ATA and ECS Carnets.

112 Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.

118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs duty and purchase tax.

206 Export trade reliefs: temporary importation for process or repair.

207 Reimported goods: relief from Customs duty and purchase tax.

210 Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.

215 Relief from Customs duty and purchase tax on importations of goods intended for export which are not otherwise eligible for relief.

275 Documentation of Exports for Statistical Purposes.

290 Export of personal and household effects.

300 Export reliefs scheduling scheme.

467 The New Customs Tariff and Overseas Trade Classification.

Exchange Control

Notice to Exporters. Issue dated September 1970. (Issued by HM Treasury—also obtained from any bank.)

Drawback

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.

77M British-made cars and motorcycles; tax free sales to tourists, etc.

132 Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.

172 Hydrocarbon oils: drawback of duty.

218 The conditions and procedures under which drawback of import duty may be claimed on goods which are exported in the same state as they were in when imported.

219 The conditions and procedures under which drawback of import duty may be claimed upon the exportation of goods produced or manufactured in this country from imported materials.

224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.

291 Claims for drawback on goods exported where there has been a variation in the duty rate.

372 Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorisation of signatories to drawback claims.

430 Tables of rates of sugar surcharge, distribution payments and corresponding repayments.

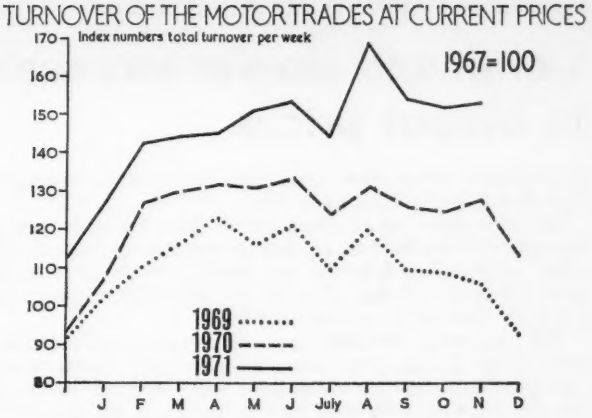
430A Table of rates of sugar surcharge and distribution payment on imported invert sugar and other imported goods containing sugar and repayment rates of exported invert sugar and exported beer.

Turnover of the motor trades in November

THE total turnover of the motor trades in November was 19 per cent more by value than in November 1970, a slightly smaller increase on a year earlier than in the previous two months.

Sales of new vehicles followed a similar pattern and were 33 per cent more than in the previous November. Used vehicle sales in the current period were 23 per cent more than a year earlier, a slightly larger increase than in October though smaller than on average in the third quarter. All these comparisons are at current prices and thus include the effects of price changes.

Sales in November of petrol, oil and accessories, together with receipts from servicing and repairs were 9 per cent more than in November 1970, a slightly smaller increase on a year earlier than recorded in other recent months.



INDEX NUMBERS OF TURNOVER PER WEEK AND PERCENTAGE INCREASES ON A YEAR EARLIER†

1967=100

Kind of business (Turnover in 1967 £ million)	Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover (£4,198 million)																	
1967	100	96	106	102	97	92	99	97	106	103	109	107	100	98	101	104	87
1968	109	119	108	106	102	108	122	127	106	112	106	106	109	103	106	111	91
1969	111	109	120	113	103	102	110	116	123	116	121	110*	120	110	109	106	93
1970	126	122	132	127	121	107	127	130	132	131	133	124	131	126	125	128	113
1971	149‡	138	150	155		127	142	144	145	151	153	144	168	154	152	153	
1970	13	11	10	12	19	5	15	12	7	13	11	12	9	15	15	20	21
1971	17§	13	14	22		19	12	11	10	15	15	15	29	23	22	19	
Analysis of turnover:																	
Sales of new motor vehicles (£1,475 million)																	
1967	100	99	110	96	95	95	103	100	111	107	110	104	94	92	98	107	83
1968	109	139	102	96	99	127	144	147	94	114	99	90	102	97	102	118	76
1969	105	110	119	104	87	97	115	120	131	114	113	93*	119	100	95	90	75
1970	123	125	133	120	113	100	132	139	136	128	134	112	130	119	117	122	103
1971	157‡	145	159	163		133	150	151	158	159	159	132	194	162	161	163	
1970	17	12	12	16	32	3	15	16	4	12	19	21	9	19	23	36	38
1971	25§	16	19	35		33	14	8	16	25	18	18	49	36	37	33	
Sales of second hand motor vehicles (£766 million)																	
1967	100	93	112	106	90	79	100	99	111	107	118	111	103	104	101	101	67
1968	103	118	107	102	86	94	130	130	106	112	103	104	104	97	96	94	68
1969	100	101	112	99	88	89	104	110	118	108	111	95*	108	95	95	96	71
1970	112	112	121	114	102	92	119	121	125	123	115	110	124	109	113	114	83
1971	137‡	127	139	145		106	136	136	134	141	141	137	158	141	135	140	
1970	12	10	7	15	18	4	15	11	6	14	3	16	14	16	19	20	16
1971	19§	13	15	27		15	14	12	8	14	22	24	27	29	19	23	
All other sales and receipts (£1,958 million)																	
1967	100	94	101	104	101	95	95	93	100	98	104	108	103	101	102	103	98
1968	111	104	113	115	111	100	102	111	115	112	114	118	115	110	112	112	110
1969	121	112	124	126	121	111	110	115	120	121	130	131*	126	123	125	122	116
1970	133	123	136	137	135	118	126	126	131	136	140	139	134	137	136	137	132
1971	147‡	137	148	154		132	137	142	140	149	154	155	152	153	152	150	
1970	10	10	10	8	12	7	15	9	9	13	7	6	6	12	9	12	14
1971	11§	11	9	12		11	9	13	7	9	10	11	14	12	12	9	

† The periods consist of four weeks except those marked* which are five weeks.
‡ Index numbers for period January to November 1971.
§ Percentage change for period January to November 1971 compared with the corresponding period for 1970.

Government Publications in the Midlands

from

Her Majesty's Stationery Office, 258/259 Broad Street, Birmingham, 1

Continued slower increase in output prices

In December, output prices continued to rise slowly by comparison with their rate of increase up to July.

The increase in the provisional price index for home sales of manufactured products in the month was slightly more than in other months since July and was mainly attributable to higher prices for bread and sugar. During 1971 as a whole, the index rose 6 per cent, but only 1 per cent since July.

The provisional price index for basic materials and fuel used in manufacturing industry rose about ¾ per cent in December, mainly owing to a sharp increase in raw sugar prices. The index in December was much the same as in June but has fluctuated in the intervening months, and was 4½ per cent higher than in December last year.

Materials and fuel purchased by broad sectors of industry (Table 1)

The provisional index for the food manufacturing industries rose 1½ per cent in December, mainly owing to higher raw sugar prices. The index for the textile industries rose 1 per cent chiefly because of increased cotton and wool prices. Index numbers for other broad sectors were little changed in December.

By comparison with the third quarter, the index number for the electrical engineering industries was 2 per cent lower in the fourth quarter, and there were also reductions in the index numbers for mechanical engineering and the chemicals industries, of about ½ per cent, and for the paper industries of about ¼ per cent. The index for the food manufacturing industries rose ¾ per cent, but the increase was probably seasonal. There were increases of up to ½ per cent in index numbers for the textiles, clothing and footwear, and timber industries; these increases were less than those that took

CHART 1
All Manufacturing Industry

Notes on Wholesale Price Index Numbers

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in *Trade and Industry* of February 24, 1971.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, DTI, Room 610, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries for price index numbers should be made to 01-222 7877, Ext. 3549 (Engineering), 3548 (Non-Engineering) and 3411 for all other information.

TABLE 1. PRICE INDEX NUMBERS OF MATERIALS PURCHASED

1963 = 100

1968 SIC		1970	1971				1970	1971							
		4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr. p	Dec.	May	June	July	Aug.	Sept.	Oct.	Nov. p	Dec. p
	Materials and fuel purchased by manufacturing industry														
Orders III to XIX	Basic materials and fuel purchased by manufacturing industry:	127.3	129.7	133.1	133.9	132.9	128.1	133.0	133.5	135.3	133.8	132.5	132.3	132.8	133.7
	Basic materials	126.8	129.0	131.5	132.3	131.2	127.4	131.2	131.9	134.0	132.2	130.7	130.5	131.0	132.0
	†Fuel	129.9	133.8	143.0	143.4	143.4	132.3	143.4	143.4	143.4	143.4	143.4	143.4	143'4	143'4
Orders IV to XIX	Basic materials and fuel purchased by manufacturing industry, other than food, drink, and tobacco manufacturing industries	127.8	131.2	137.3	137.9	136.3	128.5	137.3	137.4	138.9	137.9	136.8	136.3	136.1	136.4
	Basic materials other than fuel	127.3	130.7	136.0	136.6	134.6	127.6	135.9	136.0	137.9	136.7	135.2	134.6	134.4	134.8
	Materials and fuel purchased by Selected Broad Sectors of Industry														
211 to 229	Food manufacturing industries	126.5	127.4	126.0	128.0	128.9	127.7	125.4	127.1	129.7	127.9	126.4	127.1	128.8	130.8
Order V	Chemicals and allied industries§	127.8	131.4 r	134.2 r	136.0	135.3	129.1	133.9	135.4 r	136.6 r	136.1 r	135.4	135.7	135.2	135.0
311 and 312	Steel industries	131.7	135.4	140.8	141.0	141.0	132.3	141.3	141.4	141.2	140.9 r	140.8 r	141.0	141.1	140.8
Order VII (excluding MLH 342)	Mechanical engineering industries	138.9	140.5	147.2	148.0	147.3	139.5	147.6	147.9	148.3	148.1	147.7	147.4	147.2	147.3
Order IX	Electrical engineering industries	146.0	146.9	153.8	152.0	148.8	145.0	153.5	152.0	153.0	152.3	150.7	149.3	148.6	148.6
361	Electrical machinery industry	146.1 r	147.4	154.1	154.1 r	152.5	146.1	154.3	153.9	154.6	154.1	153.5	152.8	152.3	152.3
Order XIII	Textile industries	103.8	105.6	108.6	110.2	110.5	104.6	108.8	109.7	110.2	110.6	110.0	109.7	110.4	111.5
Order XV	Clothing and footwear industries	122.6	124.0	126.4	128.1	128.5	122.9	126.4	127.5	128.0	128.1	128.3	128.6	128.5	128.5
Order XVII	Timber industries	137.4	139.9	142.8	144.0	144.7	138.0	143.0	143.3	143.7	143.9	144.4	144.5	144.6	144.9
481 to 484	Paper industries	137.3	139.7	141.6	142.0	141.7	137.8	141.8	141.7	142.1	142.1	141.8	141.8	141.8	141.5
Order XX	Construction materials	133.1	136.0	141.5	144.3	144.9	133.8	142.1	143.0	143.9	144.3	144.6	144.7	144.7	145.2
Part of Order XX	House building materials	135.5	138.4	143.0	145.9	146.8	136.2	143.5	144.1	145.3	146.0	146.4	146.5	146.6	147.2

† Coal (except for carbonising), gas and electricity. Crude oil and coal for carbonising are included in basic materials.
§ Revised index number February 1971=131.4, March=132.4, April=133.2.

CHART 2

Manufacturing Industry (other than food,drink & tobacco)

CHART 3

Food Manufacturing Industries

place between the second and third quarters. Prices of construction materials rose ½ per cent in the fourth quarter following an increase of 2 per cent in the third quarter.

Output of broad sectors of industry home sales (Table 2)

In December, the provisional price index for the food manufacturing industries rose 1 per cent, the bulk of which reflected higher bread and sugar prices, and that for the textile industries rose ½ per cent mainly because of increased prices for products manufactured from jute. There were slight increases in index numbers for most other sectors.

Between the third and fourth quarters, the index for the steel industries was scarcely changed, but there were increases in index numbers for other sectors. These varied from ¼ per cent in food manufacturing to 1½ per cent in the timber industries. The increases were in all cases less than those which took place between the second and third quarters.

TABLE 2. PRICE INDEX NUMBERS OF OUTPUT

1963 = 100

1968 SIC		1970	1971				1970	1971							
		4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr. p	Dec.	May	June	July	Aug.	Sept.	Oct.	Nov. p	Dec. p
Orders II to XIX	Output of Manufactured Products														
	Total sales	132.8	135.8	138.7	140.9	142.2	133.9	138.8	139.5	140.5	141.0	141.2	141.8	142.1	142.6
	Home sales	131.4	134.4	137.2	139.2	140.2	132.4	137.3	138.0	139.0	139.3	139.5	139.8	140.1	140.6
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco manufacturing industries: Total sales	131.2	134.4	137.7	140.2	141.7	132.2	137.8	138.7	139.7	140.3	140.7	141.5	141.7	141.9
	Home sales	128.4	131.7	135.0	137.2	138.5	129.1	135.0	135.9	136.9	137.3	137.6	138.3	138.5	138.7
	Output of Selected Broad Sectors of Industry														
211 to 229	Products of the food manufacturing industries: Home sales	133.2	136.8	139.4	141.8	142.3	134.9	139.7	140.4	141.7	142.0	141.8	141.4	141.9	143.6
Order V	Chemicals and allied industries: Total sales	118.3	121.4	122.5	124.4	124.5	118.5	122.1	123.2	124.3	124.7	124.3	124.4	124.5	124.5
	Home sales	113.7	117.4	119.8	121.5	122.1	114.0	119.7	120.3	121.1 r	121.7	121.8	122.1	122.1	122.2
311 and 312	Steel industries: Total sales	134.4	134.8	141.5	142.7	143.1	135.3	142.6	142.1	142.2	143.0	143.1	143.1	143.1	143.1
	Home sales	133.8	134.7	142.7	143.8	143.7	134.6	143.7	143.8	143.9	143.8	143.8	143.7	143.7	143.7
Orders VII to XII	Engineering and allied industries: Total sales	134.2	137.5	141.2	144.2	146.4	135.6	141.1	142.6	143.5	144.2	144.9	146.0	146.2	146.5
	Home sales	132.0	134.9	138.4	140.5	141.8	133.0	138.4	139.5	140.3	140.5	140.8	141.4	141.6	141.8
Order VII (excluding MLH 342)	Mechanical engineering:† Home sales	136.9 r	140.0 r	143.4 r	146.4 r	147.4	138 0 r	143.4 r	144.7 r	145.9 r	146.3 r	146.8	147.4	147.4	147.5
Order IX	Electrical engineering: Home sales	130.1 r	133.3	134.7	136.0	136.6	131.0	134.4	135.0	135.8	135.9	136.2	136.5	136.6	136.7
Order XIII	Textile industries: Total sales	118.8	120.3	122.3	123.5	124.2	118.9	122.7	122.6	123.7	123.3	123.7	124.0	124.0	124.4
	Home sales	117.8	119.1	120.8	122.4	123.0	118.0	120.8	121.6	122.3	122.4	122.6	122.8	122.8	123.3
Order XV	Clothing and footwear: Home sales	118.8	120.6	121.6	123.6 r	125.1	119.0	121.7	121.8	122.6	123.7	124.5	124.9	125.1	125.4
Order XVII	Timber industries: Home sales	134.5	140.2	142.0	145.0	147.3	135.6	142.1	142.4	144.4	144.9	145.5	146.5	147.1	147.4
481 to 484	Paper industries: Home sales	135.4	137.8	139.2	140.4	141.5	135.8	139.2	139.4	140.0	140.5	140.7	141.0	141.4	141.9
Order XX	New construction‡	135	138	142	142		135		142			142			

† Revised index number February 1971 = 140.0, March = 140.9, April = 142.0.
‡ Index of building costs relate to average for the quarter.

(continued on next page)

WHOLESALE PRICE INDEX NUMBERS
continued

TABLE 3(a) COMMODITIES PRODUCED IN THE UNITED KINGDOM

1963 = 100

1968 SIC		1970 Dec.	1971 June	Oct.	Nov. p	Dec. p
101	Coal	145.7	152.2	160.0	160.0	160.0
102/2	Slates	150.5	150.5	150.5	150.5	150.5
109/3	Salt	104.6	107.8	117.4	117.4	117.4
211	Flour	126.5	130.1	130.1	130.1	130.1
216	Sugar refined	95.9	107.2	112.6	112.6	126.4
217	Chocolate and sugar confectionery	139.0	146.4	148.9	148.8	148.9
231	Beer	152.8	153.5	153.8	153.8	153.8
240	Tobacco and cigarettes	140.0	139.9	139.9	139.9	139.9
262	Motor spirit. Two Star (including duty)	149.5	155.0	155.0	155.0	155.0
262	Medium fuel oil (950 secs.)	122.1	141.1	141.1	141.1	141.1
263	Lubricating oil and grease	120.7	132.4	132.4	132.4	132.4
271	General chemicals	108.8	114.9	115.7	115.7	115.7
272	Pharmaceutical chemicals§	108.3	118.2 r	118.8	118.6	118.6
272	Pharmaceutical preparations§§	97.8	101.4 r	103.4	103.6	103.6
273	Toilet preparations	135.9	141.0	145.7	145.5	145.6
274	Paint	117.3	125.8	126.1	126.0	126.0
275	Soap	136.4	140.2 r	146.0	146.2	146.7
275	Soapless detergents	113.0	117.8 r	118.6	118.7	119.4
276/1	Synthetic resins and plastics materials	101.0	103.8	104.5	104.8	104.8
279/7	Photographic paper and films and photochemical materials	124.8	128.1	131.1	131.3	131.3
311/2	Steel sheets	128.1	135.4	135.4	135.4	135.4
311/2	Tinplate	134.2	143.2	143.2	143.2	143.2
311/2	Other finished steels	134.6	144.0	143.9	143.9	143.9
312	Steel tubes	146.8	158.4	158.4	158.4	158.4
313/3 and 313/4	Iron castings	134.9	146.8	148.4	149.8	150.1
321	Aluminium and aluminium alloy products:					
	Rolled	148.9	148.9	148.9	148.9	148.9
	Extruded and drawn	152.0	152.0	152.0	152.0	152.0
	Castings	153.0	160.8	160.8	160.8	160.8
	Forgings	140.0	140.0	140.0	140.0	140.0
322	Brass ingot 65-35 B.S. 1400 B.3 delivered	214.0	200.9	189.9	187.0	183.1
331	Agricultural machinery	132.0	137.7	142.6	142.7	142.8
336	Construction and earth-moving equipment	134.3	143.2	145.7	145.9	145.9
337/2	Cranes	130.1	133.5	135.7	135.7	135.7
339/6	Portable power tools	123.2	127.4	131.5	131.9	131.9
353/1	Dental goods	141.3	142.0	145.1	144.8	144.9
365/1	Gramophone records, etc.	106.9	111.7	114.2	115.1	115.1
368	Domestic electrical appliances	113.0	118.8	119.3	119.9	120.0
391	Tools and implements	145.0	151.0	152.3	153.8	154.2
392	Cutlery, spoons and forks	135.1	142.5	144.5	144.4	144.2
	Cutlery (other than razors and razor blades)	139.2	148.5	151.2	151.2	151.2
	Spoons and forks	162.9	169.2	170.9	170.6	169.7
399/6	Domestic hollow-ware	167.9	181.1	182.6	182.6	182.6
399/7	Vats, tanks, cisterns and other industrial hollow-ware	136.2	147.7	147.7	147.7	147.7
399/9	Domestic gas appliances§§§	112.4	118.4	119.8	120.4	120.4
411	Man-made fibres†	90.9	93.0	92.4	92.2	92.2
412, 414/5 and 415	Man-made fibres yarns	112.0	117.7	118.2	119.0	119.0
412/1	Cotton and cotton mixture yarns	147.5	156.1	160.4	161.0	..
413/1	Cotton cloth	148.0	151.9	156.1	155.8	..
413/5	Man-made fibres fabrics	115.9	120.6	121.1	121.0	121.0
413/6	Linen	141.8	143.5	148.0	148.0	148.0
414/1	Wool tops	74.8	75.3	70.6	72.3	74.7
414/2	Worsted yarns	97.9	102.5	99.6	100.3	102.0
415/1	Jute yarn	157.9	170.5	175.4	175.4	192.4
415/2	Jute piece-goods	147.0	154.2	161.5	161.5	183.5
416	Rope, twine and net	108.9	113.1	113.9	114.1	114.7
417	Hosiery and other knitted goods	100.2	100.8	101.2	101.4	101.4
419	Carpets and rugs	121.1	126.0	126.6	126.7	126.7
422/2	Canvas goods and sacks	116.7	122.3	124.3	124.3	126.4
431/1	Leather for footwear	135.7	138.5	138.1	139.9	..
432/1	Travel goods	126.9	134.7	136.7	136.7	136.7
441-449	Made-up clothing	119.3	121.3	124.6	124.7	124.7
441	Weatherproof outerwear	110.8	112.2	114.0	114.0	114.0
442	Men's and boys' tailored outerwear††	122.6	124.6	132.3	132.3	132.3
443	Women's and girls' tailored outerwear	120.3	122.6	123.9	124.0	124.0
445/1	Women's and girls' light outerwear	117.7	118.9	119.4	119.4	119.4
450	Footwear	117.8	122.6	125.0	125.5	126.0
461/1	Refractory goods, including bricks	129.6	139.7	140.8	140.8	140.8
461/2	Non-refractory goods including bricks	127.5	135.9	139.4	139.9	139.9
	Building bricks, fletton common, *delivered*	145.8	145.8	156.4	156.4	156.4
	Building bricks, common other than fletton, *ex-works*	137.0	149.0	150.5	152.4	152.6
462/3	Domestic china and earthenware	145.3	160.9	164.6	164.6	164.6
463/1	Flat glass (including safety and silvered glass)	122.1	132.5	132.6	134.6	134.6
463/1	Other glass products except containers	125.6	135.9	140.4	140.4	140.4
463/2	Glass containers	128.1	139.4	143.1	143.1	143.1
464	Cement, delivered	137.7	163.3	163.3	163.3	163.3
469/1	Abrasive paper and cloth	128.8	134.4	140.9	140.9	140.9
496/2	Cast stone and cast concrete products	123.2	128.3	..	..	..
471/1	Home-grown hardwood, sawn	126.4	130.3	133.2	133.5	133.5
471/2	Building joinery	147.7	154.2	162.7	163.0	163.7
472	Domestic furniture	132.2	138.1	140.9	141.9	142.0
473	Bedding etc.	134.8	144.5	149.8	149.8	149.8
481	Paper and board	131.7	136.0	136.8	137.0	137.1
482/1	Cardboard boxes, cartons and fibreboard packing cases	143.4	146.8	150.8	151.2	151.2
482/2	Packaging products of paper etc.	132.6	133.8	135.7	137.1	138.8
	Paper bags	131.3	133.1	137.5	138.5	138.5
483	Manufactured stationery	141.1	147.3	147.7	148.0	148.0
484/1	Wallpaper	149.1	157.9	157.9	157.9	157.9
491/1	Rubber tyres and tubes	128.6	133.6	136.2	136.2	136.2
491/2	Rubber goods (other than tyres and tubes)	130.9	139.8	140.8	141.2	141.2
492	Linoleum and felt base	140.6	150.8	153.0	153.0	153.0
493	Brushes and brooms	127.0	132.2	132.4	132.4	133.5
494/1	Toys and games	128.8	140.4	144.4	144.4	144.4
494/2	Perambulators, etc.	127.9	139.9	142.2	142.2	142.2
494/3	Sports equipment	119.3	122.3	122.3	124.0	..
495/1	Pens and pencils	121.5	128.5	130.8	130.8	130.8
495/2	Other stationers goods	130.0	130.2	134.4	136.5	136.5
496/2	Plastics products (other than components and accessories)	102.2	104.0	105.4	105.4	105.6

† Revised index number, August 1971 = 92.6, September = 92.6.
†† Revised index number September 1971 = 132.3.
§ Revised index number January 1971 = 110.6, February = 112.5, March = 114.4, April = 117.7, May = 118.1, July = 118.6, August = 118.8.
§§ Revised index number January 1971 = 98.1, February = 98.3, March = 98.4, April = 100.2, May = 100.4, July = 102.4, August = 103.3.
§§§ Index has been revised from January 1968, new annual average index numbers are, 1968: 102.1, 1969: 103.5, 1970: 108.3.

TABLE 3(b) COMMODITIES WHOLLY OR PARTLY IMPORTED INTO THE UNITED KINGDOM 1963 = 100

	1970	1971			
	Dec.	June	Oct.	Nov.	Dec.
Hides and skins	122.8	143.2	147.1	151.7	157.3
Imported	128.5	147.8	153.0	156.7	159.6
Native	115.0	136.9	139.0	144.7	154.2
Non-ferrous metals:					
Aluminium, virgin ingot delivered	144.4	144.4	144.4	144.4	144.4
Copper, ex-ship wharf or warehouse†	189.4	194.1	181.3	176.1	178.3
Lead, ex-ship wharf or warehouse†	185.2	176.9	147.1	142.2	146.2
Nickel refined, delivered§	194.2	194.2	194.2	194.2	194.2
Tin ingot, min. 99.75%†	162.8	160.4	156.4	157.8	158.2
Zinc, ex-ship, wharf or warehouse†	159.6	169.9	178.9	182.5	187.7
Oils, resins and gums:					
Palm oil, c.i.f., in bulk	131.0	120.4	125.2	125.5	119.0
Whale oil, crude	178.1	125.9	125.9	125.9	125.9
Natural rubber	83.8	76.3	67.4	66.4	68.3 p
Sulphur, crude c.i.f. (for acid making)	124.9	117.1	112.7	112.7	112.7

	1970	1971			
	Dec.	June	Oct.	Nov.	Dec.
Textiles:					
Cotton, raw	112.8	121.0	129.8	130.4	133.8
Jute, raw, PWC grades, c.i.f. Dundee	157.6	168.6	166.4	169.8	171.7 p
Jute, raw, PWB grade c.i.f. Dundee	146.3	155.6	152.4	155.2	157.1 p
Silk, raw, delivered mill	167.8	153.8	151.9	151.9	153.6 p
Sisal, East Africa, No. 1 grade, c.i.f. London	45.6	54.0	51.7	..	..
Wool, raw	68.6	71.6	67.9	69.3	70.5 p
Crossbred, medium and coarse, c.i.f. UK	61.0	70.3	64.5	67.8	68.7
Crossbred, fine, c.i.f. UK	70.3	72.8	67.3	68.4	69.6
Merino, c.i.f. UK	71.8	73.9	72.3	72.3	73.2
Timber:					
Imported hardwood (ex-yard or wharf)‡	141.2	146.9 r	149.9	150.6 p	150.9 p
Imported plywood (delivered to consumers)	143.3	146.5	149.3	149.3 p	..
Imported softwood (delivered to consumers)	141.8	145.0	145.1	145.2	145.6
Woodpulp, imported	147.0	150.2	148.6	148.3 p	147.2 p

† LME settlement price.
‡ Revised index number April 1971 = 145.6, May = 146.2, July = 147.7, August = 148.1, September = 149.8.
§ Producers' price.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, January 14, 1972
BR/E indicates that the film is a British quota film.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Mining Review No. 5—25th Year	BR/E 35943/15/1/77	10	January 11	Data Film Distributors Ltd.	National Coal Board
The Spy's Wife	BR/E 35945/15/1/77	28	January 11	Scotia-Barber Distributors Ltd.	Eyeline Films Ltd.
A Tale Out of School	BR/E 35948/15/1/77	27	January 13	New Realm Distributors Ltd.	British Railways Board. Films Service.
Movietone News 2223	BR/E 35868/15/1/77	8	January 14	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2223A	BR/E 35869/15/1/77	8	January 14	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
			FOREIGN		
The Organization	F 35942	107	January 11	United Artists Corporation Ltd.	Mirisch Company Inc.
Bad Mans River	F 35944	90	January 11	Scotia-Barber Distributors Ltd.	Scotia International (Film Distributors) Ltd.
Replay	F 35946	8	January 13	Columbia-Warner Distributors Ltd.	Columbia Pictures Corporation
One Day In The Life of Ivan Denisovich	F 35947	105	January 13	Cinerama Releasing (U.K.) Ltd.	Leontes Productions Ltd.
Let's Scare Jessica To Death	F 35949	89	January 13	Paramount Pictures (U.K.) Ltd.	The Jessica Company

Amendment to the Register:
The title of the film 'Bed and Board' (F 35627) registered on July, 20, 1971, has been amended to provide alternative titles as follows: (a)' Bed and Board': (b) 'Domicile Conjugale'

The Government Statistical Service as the major provider of statistics in the country were one of the exhibitors at the recent Infofair Exhibition. The theme of the exhibition was that of information for management in industry. The stand was designed to show the wealth of official information that is readily available on which decisions can be based, often at little or no cost to the user. Appearing in the photograph are two statisticians from the Business Statistics Office and the Central Statistical Office, dealing with inquiries.

Turnover of the catering trades, laundries and dry cleaners and hairdressers in November 1971

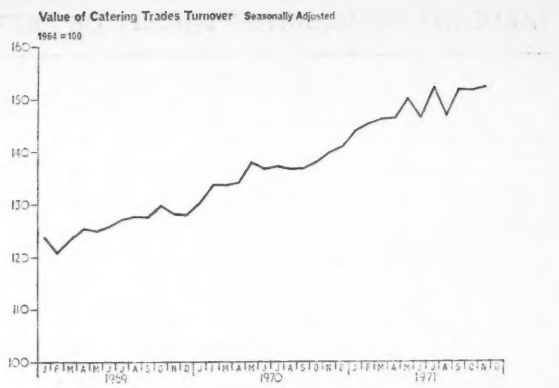
Note: all figures in this commentary are at current prices

TABLE 1. TURNOVER OF ALL CATERERS SEASONALLY ADJUSTED.

Index numbers of turnover per week (†) 1964 = 100

	Value at current prices (Turnover in 1964 — £1,985 million)
1964	100
1965	106
1966	111
1967	113
1968	117
1969	126
1970	136
1968 1st quarter	115
2nd quarter	116
3rd quarter	118
4th quarter	120
1969 1st quarter	123
2nd quarter	125
3rd quarter	127
4th quarter	129
1970 1st quarter	133
2nd quarter	136
3rd quarter	137
4th quarter	140
1971 1st quarter	145
2nd quarter	148
3rd quarter	150
1971 April	146
May	150
June*	146
July	152
August	147
September*	152
October	151
November	152
1971 June-August	148
September-November	152
Percentage increase	2

‡ The monthly periods consist of four weeks except those marked * which are of five weeks. The November 1971 period was the four weeks from October 31 to November 27, 1971. The November 1970 period was the four weeks from November 1 to November 28, 1970.



Catering trades

THE total turnover of the catering trades in the three months September-November was 2 per cent more than in the preceding three months, after allowing for normal seasonal movements. This suggests a continuation of the upward trend at much the same rate as in recent months.

Recent percentage increases in turnover compared with a year earlier (not seasonally adjusted) for the main kinds of business are as follows:

	All caterers	Licensed hotels and holiday camps	Restaurants cafes and fish and chip shops	Public houses	Canteens
1971 2nd quarter	9	13	9	10	−2
3rd quarter	10	10	7	12	−2
October	10	14	11	11	−5
November	9	13	10	9	−3

Note: Easter fell in the first quarter of 1970 but in the second quarter of 1971.

Laundries and dry cleaners

The turnover of laundries and dry cleaners increased by 5 per cent in November compared with a year earlier, following increases of 4 per cent in October and 2 per cent on average in the third quarter.

Hairdressers

Hairdressers' turnover in November was 2 per cent more than in November 1970, much in line with the average increase earlier in the year.

TABLE 2. LAUNDRIES AND DRY CLEANERS (EXCLUDING LAUNDERETTES)

Index numbers of turnover per week *and percentage increase on a year earlier*† 1966=100

Kind of business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec*
Total all laundries and dry cleaners (£137 million)	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969	101	97	105	103	100	93	97	101	102	103	103	103*	101	104	106	104	92
	1970	105	98	110	107	106	96	100	98	110	110	110	110	106	106	110	109	100
	1971		105	113	109		102	107	107	110	117	111	112	107	109	114	114	
	1970	*4*	*1*	*5*	*4*	*6*	*3*	*4*	*−6*	*8*	*1*	*6*	*7*	*5*	*1*	*4*	*4*	*9*
	1971	*4§*	*8*	*3*	*2*		*6*	*7*	*10*	*1*	*6*	*1*	*1*	*2*	*3*	*4*	*5*	
Laundries (£81 million)	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969	104	101	105	105	103	99	100	103	101	110	105	107*	103	105	108	108	98
	1970	108	101	113	110	109	103	103	97	112	111	114	113	109	107	112	113	103
	1971		109	115	113		108	109	109	112	120	114	117	112	111	116	119	
	1970	*4*	*—*	*7*	*4*	*5*	*4*	*2*	*−5*	*11*	*1*	*9*	*6*	*6*	*2*	*4*	*5*	*7*
	1971	*4§*	*8*	*2*	*3*		*5*	*6*	*12*	*—*	*8*	*−1*	*3*	*3*	*4*	*4*	*4*	
Dry cleaners, etc. (£56 million)	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969	97	92	103	99	95	84	91	98	103	108	100	96*	97	104	103	98	85
	1970	101	94	105	103	101	85	96	99	105	109	102	105	100	104	107	102	96
	1971		100	109	103		92	103	105	107	113	107	103	100	105	111	107	
	1970	*4*	*2*	*2*	*4*	*7*	*—*	*5*	*1*	*2*	*1*	*2*	*9*	*4*	*—*	*5*	*3*	*12*
	1971	*4§*	*7*	*3*	*—*		*8*	*7*	*6*	*2*	*4*	*5*	*−2*	*—*	*1*	*3*	*5*	

For notes see Table 1. §January-November.

TABLE 3. HAIRDRESSERS

Index numbers of turnover per week *and percentage increase on a year earlier†* 1966=100

Kind of business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Hairdressers (£136 million)	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969	104	101	105	106	106	99	98	104	106	107	104	107*	108	103	105	104	107
	1970	105	101	105	106	106	99	101	102	103	106	105	109	107	104	104	105	110
	1971		102	106	107		101	102	103	105	110	104	109	109	105	107	107	
	1970	—	—	—	—	*1*	*– 1*	*4*	*– 2*	*– 2*	*1*	*2*	*1*	—	—	*– 1*	*1*	*2*
	1971	*1§*	*1*	*1*	*1*		*2*	*1*	*1*	*1*	*4*	*– 1*	*1*	*1*	*1*	*4*	*2*	
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	103	109	103	104	121
	1969	108	100	105	112	112	101	98	99	102	103	109	112*	114	110	111	108	122
	1970	109	103	107	112	116	103	105	100	100	103	115	112	113	112	110	109	126
	1971		103	108	114		105	103	100	103	108	112	117	116	110	116	112	
	1970	*2*	*3*	*2*	—	*1*	*2*	*7*	—	*– 2*	—	*5*	—	*– 1*	*2*	*– 1*	*1*	*3*
	1971	*2§*	*1*	*1*	*2*		*2*	—	—	*3*	*5*	*– 3*	*4*	*3*	*– 2*	*6*	*3*	
Women's hairdressers and men's and women's hairdressers (£109 million)	1967	102	99	103	103	103	95	99	103	103	104	101	104	101	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969	103	101	106	104	102	99	97	106	107	109	102	106*	106	101	102	102	102
	1970	103	100	104	104	103	97	99	103	105	107	102	108	105	101	101	103	104
	1971		102	106	105		99	101	104	105	111	102	107	106	103	104	105	
	1970	—	*– 1*	*– 1*	—	*1*	*– 2*	*2*	*– 3*	*– 2*	*– 2*	—	*2*	—	*– 1*	*– 1*	*1*	*2*
	1971	*1§*	*2*	*1*	*1*		*2*	*1*	*1*	*1*	*3*	—	*–1*	*1*	*2*	*3*	*2*	

For notes see Table 1. §—January-November.

Foreign visitors in November

THE Department of Trade and Industry and the British Tourist Authority report that foreign visitors to the United Kingdom in November numbered 242,000, about 14 per cent more than in November 1970. From the United States there was an increase of 17 per cent. A BTA spokesman said 'It is encouraging that travel out of the peak period is maintaining a higher rate of growth than the overall figure for the year'.

So far this year there have been nearly 4,750,000 foreign visitors to the United Kingdom, an increase of 10 per cent compared with the 11 months of 1970.

After seasonal adjustment the number of arrivals in November at 456,000 was slightly lower than in October, but above the level reached in any other month this year so far.

Notes

(a) The figures are limited to visitors of foreign nationality, who represent about two thirds of all overseas visitors. They exclude Commonwealth citizens and visitors (other than US citizens) arriving from the Irish Republic.

(b) **Seasonally adjusted figures.** Simple comparisons of monthly figures between one year and another, or between adjacent months, can be misleading. For example, the increase in numbers in April 1971 compared with a year earlier was partly due to Easter having been later this year than last. The seasonally adjusted figures provide a better basis for comparison with other months, or for judging current trends.

In estimating the seasonal adjustments, allowance has been made for changes in the seasonal pattern, which have been in the direction of a spreading of the tourist season, with some reduction in the summer peak relative to the rest of the year. Adjustment was also made for the effect of the varying date of Easter on the number of Western Europe visitors.

NUMBER OF FOREIGN VISITORS

Thousands per month

	Total		Western Europe		United States		Other foreign countries	
1964	160		95		49		16	
1965	180		108		56		17	
1966	207		123		63		21	
1967	227		134		70		23	
1968	259		157		73		29	
1969	320		190		95		35	
1970 Year	378		221		117		41	
	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted	Unadjusted	Seasonally adjusted
Jan	149	349	88	200	38	108	23	41
Feb	147	351	92	201	35	109	19	41
March	296	396	207	228	63	125	27	43
April	312	372	201	227	79	105	32	40
May	415	382	252	238	123	107	41	37
June	509	372	265	223	197	112	48	37
July	822	351	500	200	251	113	71	38
August	681	383	373	220	239	123	69	40
Sept	447	391	222	226	165	122	60	43
Oct	315	398	178	240	96	117	42	42
Nov	213	395	128	233	59	122	26	41
Dec	235	401	147	234	57	121	30	46
1971								
Jan	176	417	103	233	46	133	27	51
Feb	182	426	119	253	40	125	23	48
March	248	396	160	230	60	121	27	45
April	411	434	278	263	97	127	36	44
May	459	414	266	244	146	127	47	43
June	571	406	304	245	212	118	55	43
July	908	401	560	233	265	124	83	44
August	690	386	373	219	239	121	78	46
Sept	479	411	229	229	184	135	65	47
Oct	371	466	198	263	125	156	48	47
Nov	242	456	145	261	69	150	28	45

Source: Home Office

Catalogues of Government Publications

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E22, Atlantic House, Holborn Viaduct, London, EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

TRADE PROMOTION

EXHIBITIONS and FAIRS

Growing international importance of Harrogate Toy Fair

NEARLY 400 exhibitors from 27 countries took space at the 23rd International Toy Fair, held at Harrogate from January 8 to 13. The growing importance of this international aspect of the fair was stressed by Mr. J. H. Matthews, chairman of Harrogate International Toy Fair Ltd., in his opening address.

At least 250,000 different toys were on display and many new ideas for 1972 toys and games made their world debut. For instance, what are claimed to be the first children's books incorporating scents: the coloured pictures when lightly scratched produce smells of chocolate, peppermint, roses, violets, and lots of other delightful things.

A king-size construction-kit from Ireland to build models kiddies can get into; a doll that walks her puppy; a 'Beauty Queen' kit with all the regalia; automatic table-tennis for playing a game on your own; a motorised tractor driven by torch-batteries for children to ride on, were all on show.

Innumerable toys were linked with popular favourites of television, the cinema and children's books. All round the Fair were play things of every kind bearing such famous names as Aristocats; Rupert Bear; Magic Roundabout; Mary, Mongo and Midge; Star Trek; Parsley and Dill; Camberwick Green; Tom and Jerry; Trumpton; Hector; Noddy; Sooty; Play School; Andy Pandy; Winnie the Pooh; Abbott and Costello; The Diddy Men; Shari Lewis's 'Lamb Chop'; Basil Brush; Blue Peter—and many others.

There was a tremendous increase in artistic, cultural, and educational toys—for drawing, painting, modelling and handicraft. Scientific toys are now advanced, promoting early interest in electronics and computerisation. Many toys for girls are dedicated to instilling beauty and dress sense, while replicas of domestic equipment achieve new heights in realism.

A rigid toy safety code is now internationally recognised and all reputable toy manufacturers, British or foreign, adhere to it in accordance with regulations. It is estimated that about 5,000 visitors attended the fair and their orders and follow up orders can be worth at least £25 million.

It is claimed that the Harrogate International Toy Fair has played a major role in the growth of the British toy industry, now producing well over £80 million worth of toys a year and exporting over £30 million worth.

British toy manufacturers export about 31 per cent of their toys to EEC countries the most important of which is the Federal Republic of Germany, itself a major toy manufacturing country. In the event therefore of this country joining the EEC the Harrogate Fair will take on an even greater importance to European buyers.

Joint venture at US show

BRITAIN will be a major exhibitor at the International Transportation Exposition—'Transpo 72'—in Washington from May 27-June 4 in a joint venture organised by the Railway Industry Association of Great Britain and the Department of Trade and Industry.

British Rail will feature their latest developments which have created world-wide interest particularly in the United States. Tracked Hovercraft Ltd., will also be there with a working model of their 300 mph vehicle which is being tested on their Cambridge test track, as well as with details of a number of advanced items including the single-sided linear induction motor.

'Transpo 72' is backed by the United States Government Department of Transportation, and covers all forms of advanced transportation equipment and components, systems and technologies for land, water and air. It will be a rail and rapid transit show, a materials handling show, an automotive, track and bus show, and an air and space show including airport service and support equipment.

Mr. John Davies (second from right), Secretary of State for Trade and Industry, visits the Coastguard stand at the International Boat Show at Earls Court, London. As the Coastguard Service is celebrating its 150th anniversary, some of the Coastguards manning the stand were dressed in the uniforms issued 150 years ago. With Mr. Davies are the Chief Inspector of HM Coastguard, Lieut.-Cmdr. J. A. Douglas, and the Under-Secretary of Marine Division, Department of Trade and Industry, Mr. R. F. Prosser.

Subscription form for Trade and Industry

To Her Majesty's Stationery Office:

London S.E.1: P.O. Box 569

Manchester 2: Brazennose Street

Cardiff: 109 St. Mary Street

Belfast 1: 7-11 Linenhall Street

Edinburgh 2: 13a Castle Street

Birmingham 1: 258 Broad Street

Bristol 1: 50 Fairfax Street

Enclosed please find £7.60 being one year's subscription to TRADE AND INDUSTRY (incorporating the Board of Trade Journal)

The copy should be sent to:

Name .....

Address .....

.....

EXPORT ORDERS

£1 million computer order from Polish coal industry

A computer order worth £1 million recently concluded brings the total value of International Computers Ltd. systems delivered, or on order, in Poland to over £4.5 million. This latest order, won in the face of strong American competition, is for a 1904S computer system which will be supplied to the Polish coal industry.

It was in the late sixties that ICL, London, first became involved with data processing in the Polish coal industry when a 1904E computer system was supplied. This machine was enhanced in 1971 and when the 1904S is installed towards the end of this year at Katowice in Silesia, the industry's computer centre will become one of the most powerful computer complexes in Poland.

£300,000 order

A joint sales venture undertaken by Plessey Traffic at Poole and Plessey (NZ) Ltd. has resulted in an order worth approximately £300,000 being placed for the supply of Telecommand remote control and telemetry systems to the Auckland Electric Power Board.

Offset machinery order

Orders valued at over £300,000 have been won by Rotaprint Ltd., London, for offset printing machinery, in Japan and Australia.

Patrol boats for Saudi Arabia

Fairey Marine Ltd., Hamble, Hants, is supplying a fleet of 10 patrol boats to the Saudi Arabian Coast Guards. The 10 23-ft. long Huntress class boats will be used to step up coast guard activity along the country's Red Sea and Gulf shorelines. Four boats have already been shipped and delivery is due to be completed by March 1972.

Over 30 Huntresses are already in service aboard ships of the Royal Navy as the standard Captain's motor boat. Huntresses have also been supplied to the Imperial Iranian and Libyan navies.

The Fairey Marine Huntresses for Saudi Arabia are powered by single Perkins 115 hp diesel engines giving a maximum speed of 20 knots and a range of over 150 miles. Each boat can carry a crew of four and the cabin contains two berths.

British firm to advise

BRITISH Nuclear Design and Construction Ltd. are to act as consultants on the design and construction of the pre-stressed concrete pressure vessel for a 300MW high-temperature reactor being built at Schmehausen, about 20 miles from Dortmund in Germany. BNDC and Taylor Woodrow Construction Ltd., one of its share-holding members, have signed an agreement with Hochtemperatur Reaktorbau.

Last year BNDC submitted a design for an HTR station with a similar type of pressure vessel to the Central Electricity Generating Board. The CEGB recently formed a consortium with French and German generating authorities to pool experience on this type of nuclear reactor. BNDC have been involved with the Wylfa concrete pressure vessels, the largest of their kind in the world.

Record year for exports

Brooks Ventilation Units Ltd., Croydon, state that 1971 was a record year for exports and that the growth rate of their overseas business indicates even better results in 1972. Installations for which orders have been received include a Ford motor plant in South Africa and a new Plessey factory at Seixal in Portugal.

Radiators to Japan

Two Cardiff businessmen recently returned from Japan with orders valued at £250,000. The contracts, for electric oil-filled radiators, were secured by Mr. F. B. Jenkins, chairman, and Mr. D. N. Dale, managing director, of Hurseal (Sales) Ltd. of Cardiff.

Fast line

A tension levelling line, complete with electrical equipment, has been ordered from Bronx Process Engineering Ltd., Lye, Worcs., by A/S Nordisk Aluminiumindustri of Norway. The line, due to be installed in the third quarter of 1972, will, it is claimed, be one of the fastest lines operating anywhere in the world and is designed to handle all types of aluminium alloy strip; it will incorporate many features developed by Bronx in recent years, resulting from the design and manufacture of well over a hundred strip processing lines installed throughout the world.

Rolling mill for South Africa

The mechanical equipment for a high-speed rod rolling mill is to be supplied by Davy and United Engineering Co. Ltd., Sheffield (a Davy-Ashmore company) to the South African Iron and Steel Industrial Corporation Ltd. (Iscor) under a contract worth in excess of 10 million Rand (£6 million). The contract has been secured through Davy-Ashmore South Africa (Proprietary) Ltd. (the South African subsidiary of Davy-Ashmore).

The mill, which forms part of Iscor's development programme at the Newcastle Works, Natal, will be designed by Morgan Construction Co., Worcester, Massachusetts.

It will have 25 stands and will roll two strands of rod simultaneously. It will be capable of extension to four strand rolling in the future. Initially, billets of 100 × 100 mm. section by 17 metres long maximum will be rolled to finished rod sizes of between 5.5 and 13 mm. diameter in coils weighing up to 1,600 kg. The mill will be designed to roll 115 × 115 mm. square billets in the future.

Computer replacement in Canada

A Honeywell 1015 computer processor and associated equipment valued at over £80,000 has been exported to EDP Industries Ltd., Vancouver, Canada. The computer was manufactured at Honeywell's Newhouse, Lanarks, plant and will be used in EDP Industries' service bureau operations. It replaces a Honeywell Series 200 computer installed in 1965.

Parking system for United States

The British computerised and fully automatic parking fee collection system, developed by Godwin Warren Engineering Ltd., a member of the Miles Druce Group, is to be manufactured under licence in the United States.

The agreement between GWE and the Simplex Time Recorder Company of Gardner, Massachusetts, also provides for GWE, to supply initial computer machines in 1972 worth over $100,000. Simplex will sell the system in North, Central and South America and GWE will continue to manufacture and market the system in the rest of the world.

Mr. Basil Collins, managing director of the manufacturing division of the Miles Druce Group, comments: 'This is a real breakthrough into the important American market for our fully automatic car park control system which is a world leader. We estimate the world market for car park control equipment to be about £8 million annually, growing at a rate of around 15 per cent a year.'

Two of the 10 Huntress 23 patrol boats which Fairey Marine is supplying to the Saudi Arabian Coast Guard photographed during trials on the Solent.

Big press contract

A £1 million order has been won by the printing machinery division of Baker Perkins Ltd., Peterborough. It comes from W. A. Krueger Co., Milwaukee, Wisconsin. It is for an 'Orion' web offset press and is the latest development in the company's 'Satellite' range. The new press has two 4-colour, and two 2-colour common impression units, a web width of 52 inches and a cylinder circumference of 34½ inches. Production speed is 1,500 feet a minute. Format of the 'Orion' enables ¼ page signatures to be produced in a single fold at full press speed.

Krueger placed their order as a direct result of printing tests made on a Baker Perkins 'Satellite' web offset press in Australia. These were carried out at speeds approaching 1,700 feet a minute using the American company's separations.

Valves for Netherlands complex

Seven thousand ball valves valued in total at over £120,000 will be supplied by Weir Pacific Valves Ltd., Queenslie, Glasgow, a member of the Weir Group, for a new petro-chemical processing complex being built at Moerdijk, Holland, for Shell Nederland Chemie, NV.

The valves are to be supplied as part of a contract awarded by Stone and Webster in London, the main contractor for the Olefins plant, to the Weir Group subsidiary company in the Netherlands, Weir Warmtekracht NV, Rotterdam.

Air conditioning for Portugal

The first 10 'Marstair' air conditioning equipments to be despatched from the Shipley, Yorks, factory of Marston Refrigeration Ltd., a subsidiary of Imperial Metal Industries Ltd., were shipped recently to Portugal, for use in a block of flats.

Mr. Michael Brown, managing director of Marston Refrigeration Ltd., comments: 'Since the company was formed less than 12 months ago, we are particularly delighted to have shipped these units eight days in advance of a schedule which had already been brought forward by six months.'

Guyana sea-sluices study

The Ministry of Works, Hydraulics and Supply of Guyana has appointed Sir William Halcrow & Partners, consulting engineers of London, to investigate the rehabilitation of a number of sea-sluice outfalls along stretches of sea-defence walls on the east and west Demarara coast.

This study, financed by means of a loan made to the Government of Guyana by the International Bank for Reconstruction and Development, forms an adjunct to sea defence works on which Sir William Halcrow & Partners are currently engaged.

The cost of the foreseen report, including the model studies, is likely to be about £32,000.

Another biscuit plant

Henry Simon Ltd., Stockport, have commissioned a £100,000 factory for General Biscuits in Mortara, Italy. They have supplied and installed the plant for the 161,458.5 sq. ft. (15,000 sq. m.) factory, including intake bulk storage and handling of flour and sugar with blending, weighing and distribution to biscuit, panatoni and creaming plants. They have already supplied two other plants for General Biscuits, both in Belgium. Henry Simon is a Simon Engineering company.

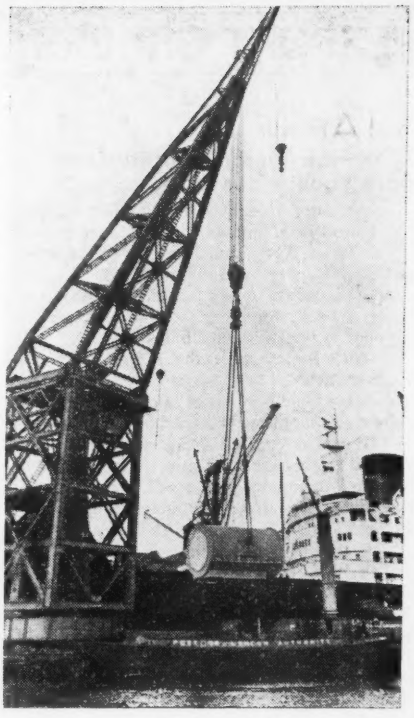
Number 259 booked . . .

Polynesian Air Lines, the Western Samoan carrier, has placed an order with Hawker Siddeley Aviation for a Hawker Siddeley 748 twin-turbo-prop airliner. The aircraft, with a 40 seat configuration, will operate with Polynesian on international inter-island routes.

Polynesian Air Lines is the tenth operator in the Far East and Australasia to order 748s, and this latest order brings the total sales of Hawker Siddeley 748s to 259 aircraft.

Combustion equipment contract

An order valued at over £150,000 has been won by Peabody Ltd., London. It is to supply the combustion equipment for three oil fired 120 megawatt boilers for the Tuanku Ja'Afar power station under construction for the National Electricity Board of the States of Malaya.



A 127-ton stator being loaded aboard mv 'Glenlyon' in King George V Dock, London. The stator is being shipped to The China Light and Power Co. Ltd., of Kowloon, Hong Kong. 'Glenlyon' is an 11,537 gross ton cargo liner belonging to the Glen Line, a member of The Ocean Steam Ship Group. Also in this shipment was a Rotor weighing 33 tons and a quantity of cable and switchgear.

American newspapers choose British equipment

The Linotype Group, London, have just completed delivery of 'Linotron 505' phototypesetting systems to four newspapers in the United States. The value of these shipments is in excess of £400,000.

Department of Trade and Industry

Offices providing services for British exporters

Headquarters

Export Services Division
Export House, 50 Ludgate Hill, London, EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

Regional

Office for Scotland
314 St. Vincent Street, Glasgow, C. 3
Tel. 041-248 2855. Telex 77583 DTI GLASGOW

Inverness District Office
29a High Street, Inverness
Tel. Inverness 30867

Office for Wales
Government Buildings, Gabalfa, Cardiff, CF4 4YL
Tel. Cardiff 62131. Telex 49267 DTI CARDIFF

North Wales District Office
Government Buildings, Dinerth Road, Colwyn Bay, Denbs.
Tel. 0491-44261

Northern Regional Office
Wellbar House, Gallowgate, Newcastle upon Tyne, NE1 4TR
Tel. Newcastle upon Tyne 27575. Telex 53178 DTI N TYNE

Yorkshire and Humberside Regional Office
City House, New Station Street, Leeds, LS1 4JQ
Tel. Leeds 38232. Telex 557470 DTI LEEDS

North-Western Regional Office
Sunley Building, Piccadilly Plaza, Manchester, M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

Midlands Regional Office
Five Ways House, Islington Row, Birmingham, BI5 1SJ
Tel. 021-643 8221. Telex 337021 DTI BHAM

South-Western Regional Office
The Pithay, Bristol, BS1 2NE
Tel. Bristol 21071. Telex 44214 DTI BRISTOL

Northern Ireland Ministry of Commerce
Chichester House, 64 Chichester Street, Belfast BT1 4JX
Tel. Belfast 34488. Telex 74578 GOVNI BELFAST

TRADE INFORMATION

TARIFF & TRADE NOTICES

European Communities

TARIFF QUOTAS IN THE EEC: The *Journal Officiel des Communautés Européennes* No. L282 dated December 23, 1971, contains the text of Regulation (CEE) No. 2731/71 relating to the opening, allocation and administration of a Community tariff quota for 22,000 tonnes of frozen cattlemeat falling within EEC Common Customs Tariff heading 02.01 A ii(a)2 at a 20 per cent rate of duty for the period January 1 to December 31, 1972. This quota has been allocated on the following basis:

Germany	4,750 tonnes
Benelux	4,570 tonnes
France	2,290 tonnes
Italy	10,390 tonnes

The *Journal Officiel des Communautés Européennes* No. L285 dated December 29, 1971, contains the texts of a number of Regulations setting up Community tariff quotas for certain products, as follows:

Regulation (CEE) No. 2819/71 relates to the opening, allocation and administration of quotas at a 'nil' rate of duty for 1 million u.c. each for woven fabrics of silk and silk waste (schappe), woven on hand looms (EEC Common Customs Tariff No. ex 50.09), and woven fabrics of cotton, woven on hand looms (EEC Common Customs Tariff No. ex 55.09), for the period January 1 to December 31, 1972. 800,000 u.c. and 714,000 u.c. respectively have been allocated on the following basis:

	Silk and silk waste ex 50.09	Cotton ex 50.09
Germany	384,000 u.c.	280,000 u.c.
Benelux	80,000 u.c.	50,000 u.c.
France	220,000 u.c.	264,000 u.c.
Italy	116,000 u.c.	120,000 u.c.

The remaining 200,000 u.c. and 286,000 u.c. respectively will form a reserve, available to Member States who use 90 per cent or more of their original allocation. Imports under this quota must be accompanied by a certificate issued by the Indian/Pakistan Ministry of Commerce certifying that the goods are exported from India/Pakistan and are of Indian/Pakistan origin.

Regulation (CEE) No. 2820/71 relates to the opening, allocation and method of administration of a Community tariff quota of 5 million u.c. for certain handicraft products as follows, with a maximum of 500,000 u.c. for each of the tariff headings or sub-headings covered by the quota.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtm. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EEC Common Customs Tariff No.	Description of goods
42.02	Travel goods (for example, trunks, suit-cases, hatboxes, travelling-bags, ruck-sacks), shopping bags, handbags, satchels, brief cases, wallets, purses, toilet cases, tool cases, tobacco pouches, sheaths, cases, boxes (for example, for arms, musical instruments, binoculars, jewellery, bottles, collars, footwear, brushes) and similar containers of leather or of composition leather, of vulcanised fibre, of artificial plastic sheeting, of paperboard or of textile fabric: ex B. Of material other than artificial plastic
42.03	Articles of apparel and clothing accessories, of leather or of composition leather: ex C. Other clothing accessories
ex 44.24	Household utensils of wood
ex 44.27	Fancy goods and cabinets (boxes, caskets, cigarette boxes, jewellery boxes, pencil boxes, portmanteaux, standard lamps, and other lighting fittings, etc.), ornaments, racks and articles of wood for adornment: parts of the foregoing articles, of wood
48.21	Other articles of paper pulp, paperboard or cellulose wadding: ex B. Other
59.02	Felt and articles of felt, whether or not impregnated or coated: ex B. Other: Carpets, rugs
ex 61.06	Shawls, scarves, mufflers, mantillas, veils and hat-veils, and similar articles
ex 64.05	Parts of footwear (including uppers, in-soles and screw-on-heels) of any material except metal
ex 66.02	Walking sticks (including climbing sticks and seat-sticks), whips, riding-crops and the like
68.02	Worked monumental or building stone, and articles thereof (including mosaic cubes), other than goods falling within heading No. 68.01 or within chapter 69: A. Worked monumental or building stone: ex IV. Carved
ex 74.18	Cooking and heating apparatus of a kind used for domestic purposes, not electrically operated, and parts thereof, of copper
ex 74.19	Other articles of copper
ex 83.06	Statuettes and other ornaments of a kind used indoors, of base metal
83.07	Lamps and light fittings, of base metal, and non-electrical parts thereof, of base metal: ex B. Other
ex 83.10	Beads and spangles, of base metal
ex 83.11	Bells and gongs, non-electric, of base metal, and parts thereof, of base metal
ex 94.03	Other furniture and parts thereof
95.01	Worked tortoiseshell and articles of tortoiseshell: ex B. Other
95.02	Worked mother-of-pearl and articles of mother-of-pearl: ex B. Other
95.03	Worked ivory and articles of ivory: ex B. Other
95.04	Worked bone and articles of bone: ex B. Other

(continued on next page)

E.D.P.
EXPORT DIRECTORY OF PORTUGAL
1970 £4.25

DIRECTORIES, WHO'S WHO
PRESS GUIDES & YEAR BOOK
£1.50 plus Post 15p.

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDISCO

Keep informed on the E.E.C.
Read the weekly
COMMON MARKET NEWS BULLETIN
Annual subscription £10.50 (post free).
from Common Market News Services,
92 Fleet Street, London, E.C.4.

Name.....
Address.....
.....
.....

EUROPEAN COMMUNITIES
continued

EEC Common Customs Tariff No.	Description of goods
95.05	Worked horn, coral (natural or agglomerated) and other animal carving material, and articles of horn, coral (natural or agglomerated) or of other animal carving material: C. Other animal carving material, worked: ex II. Other
95.06	Worked vegetable carving material (corozo, nuts, seeds, etc.) and articles of vegetable carving material: ex B. Other
95.07	Worked jet (and mineral substitutes for jet), amber, meerschaum, agglomerated amber and agglomerated meerschaum, and articles of those substances: ex B. Other
97.02	Dolls of all kinds: ex A. Dolls (dressed or not)—ornamental dolls dressed in the national costume of their country of origin
97.03	Other toys: working models of a kind used for recreational purposes: ex A. Wooden

The quota has been allocated on the following basis:

Germany	1 million u.c.
Benelux	1 million u.c.
France	1 million u.c.
Italy	1 million u.c.

The remaining 1 million u.c. will form a reserve.

Trade and Industry dated January 20, 1971, contained an announcement about Regulation (CEE) No. 2576/70 and Regulation (CEE) No. 2583/70 setting up tariff quotas for ferro-silico-manganese and unwrought magnesium respectively. The *Journal Officiel des Communautés Européennes* No. L283 dated December 24, 1971, contains the texts of the following Regulations increasing the amount of the tariff quotas:

Regulation (CEE) No. 2750/71 relates to the opening and allocation, for 1971 of a tariff quota supplementary to that set up by Regulation (CEE) No. 2576/70 for 15,000 tonnes of ferro-silico-manganese falling within heading 73.02 D of the EEC Common Customs Tariff, at a 4 per cent rate of duty. The additional quota has been allocated on the following basis:

Germany	12,500 tonnes
Benelux	2,300 tonnes
Italy	150 tonnes
France	50 tonnes

Regulation (CEE) No. 2751/71 increases the tariff quota set up by Regulations (CEE) Nos. 2583/70 and 1626/71 for unwrought magnesium containing by weight less than 99.8 per cent of pure magnesium falling within EEC Common Customs Tariff heading 77.01 A, to 21,400 tonnes. This additional 2,500 tonnes will be added to the reserve thus increasing it from 4,800 tonnes to 7,300 tonnes.

Regulation (CEE) No. 2825/71 relates to the opening, allocation and administration of a Community tariff quota for (a) 168,000 tonnes of unwrought lead containing a minimum weight 0.02 per cent silver, and intended for refining; (b) 60,000 tonnes of unwrought lead, other (refined lead) (Common Customs Tariff Nos. 78.01 A I and A II) at a 'nil' rate of duty for the period January 1 to December 31, 1972. 208,900 tonnes of the quota have been allocated on the following basis:

(a) in so far as it concerns unwrought lead containing a minimum by weight of 0.02 per cent silver and intended for refining:

Germany	90,000 tonnes
Benelux	26,000 tonnes
France	50 tonnes
Italy	37,000 tonnes

(b) in so far as it concerns unwrought lead (other—refined lead):

Germany	16,615 tonnes
Benelux	22,155 tonnes
France	465 tonnes
Italy	16,615 tonnes

The remaining 14,590 tonnes and 4,150 tonnes respectively will form a reserve, available to Member States who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 2826/71 relates to the opening, allocation and administration of a Community tariff quota for 24,000 tonnes of unwrought zinc (Common Customs Tariff No. 79.01 A) at a 'nil' rate of duty for the period January 1 to December 31, 1972. 21,500 tonnes of the quota have been allocated on the following basis:

Germany	11,500 tonnes
Benelux	6,800 tonnes
France	350 tonnes
Italy	2,850 tonnes

The remaining 2,500 tonnes will form a reserve, available to Member States who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 2827/71 relates to the opening, allocation and administration of a Community tariff quota for 10,000 tonnes of unwrought magnesium (Common Customs Tariff No. 77.01 A) at a 'nil' rate of duty for the period January 1 to December 31, 1972. 8,725 tonnes of the quota have been allocated on the following basis:

(a) in so far as it concerns unwrought magnesium containing by weight 99.8 per cent or more of pure magnesium:

Germany	327 tonnes
Benelux	193 tonnes
France	4 tonnes
Italy	1 tonne

(b) in so far as it concerns unwrought magnesium containing by weight less than 99.8 per cent of pure magnesium:

HAMMOND ROYLSTON AND ASSOCIATES.

Do You want to export to the Common Market ?

Then contact the experts

HAMMOND ROYLSTON & ASSOCIATES
Dept TG.
332 New Hythe Lane
Larkfield
Maidstone
Kent Tel: Maidstone 77452

EUROPEAN SALES AND PROMOTION AGENTS

YUGOSLAVIA

Yugoslav Export-Import Directory, 1970/71 Edn. In English and German, listing Yugoslav foreign trading firms, export-import companies, banks, insurance companies, Yugoslav international trade fairs, addresses of Yugoslav trade representatives abroad and foreign trade representatives in Yugoslavia. Price: U.S. $5.

YUGOSLAV EXPORT
Monthly review in English. Sub. $10.00 p.a.

DIRECTORIES, WHO'S WHO PRESS GUIDES & YEAR BOOK
£1.50 plus Post 15p.

PUBLISHING & DISTRIBUTING CO. LTD.,
177, REGENT STREET, LONDON, W.1
Tel.: 01-734 6534/5 Telex WESTCHAM LONDON 268312/PUBDISCO

Germany	8,000 tonnes
Benelux	160 tonnes
France	20 tonnes
Italy	20 tonnes

The remaining 75 tonnes for (a) and 1,200 tonnes for (b) will form a reserve available to Member States who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 2828/71 relates to the opening, allocation and administration of a Community tariff quota for 20,615 tonnes of rosins (including 'resinous pitch') (Common Customs Tariff No. 38.08 A) at a 'nil' rate of duty for the period January 1 to December 31, 1972. The quota has been allocated on the following basis:

Germany	11,476 tonnes
Benelux	4,014 tonnes
France	1,928 tonnes
Italy	3,197 tonnes

Full details of the method of allocation and of the conditions attached to all the quotas, together with the French texts of all the Regulations referred to above, may be seen on application.

EDB Ext. 7174/408

COMMON AGRICULTURAL AND FISHERIES POLICY: The texts of the following Regulations, proposed Regulation and Decision which affect the various agricultural and fisheries sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*. The French texts may be seen on application.

General. Regulation (CEE) No. 2887/71 amends Regulation (CEE) No. 1013/71 on the procedures for the application of Regulation (CEE) No. 974/71 relating to certain short-term economic policy measures to be taken in the agricultural sector following the temporary widening of the margins of fluctuation in the currencies of certain Member States. (*Journal Officiel* No. L288, December 31, 1971)

Processed agricultural products. Regulation (CEE) No. 47/72 fixes the countervailing amounts valid from January 3, 1972, for goods referred to in Regulation (CEE) No. 1059/69 following the temporary widening of the margins of fluctuation in the currencies of Member States. (*Journal Officiel* No. L7, January 8, 1972)

Fruit, vegetables and seed potatoes. Regulation (CEE) No. 2817/71 abolishes the countervailing duty on imports of certain varieties of sweet oranges coming from Greece. (*Journal Officiel* No. L284, December 28, 1971)

Decision 72/3/CEE extends until December 31, 1972, the 'minimum price system' applicable to vegetables, fresh or chilled: seed potatoes (CCT No. 07.01 A I). (*Journal Officiel* No. L2, January 4, 1972)

Regulation (CEE) No. 25/72 abolishes the countervailing duty on imports of mandarins, satsumas, clementines, tangerines and other similar citrus hybrids coming from Turkey. (*Journal Officiel* No. L4, January 6, 1972)

Pigmeat. Regulation (CEE) No. 2/72 amends Regulations (CEE) Nos. 134/67 and 137/67 relating to sluicegate prices and to the system of 'main products and derived products' in the pigmeat sector. (*Journal Officiel* No. L2, January 4, 1972)

Milk and milk products. Regulation (CEE) No. 2814/71 amends Regulation (CEE) No. 756/70 relating to the grant of aid for processed skimmed milk intended for the manufacture of casein and caseinates. (*Journal Officiel* No. L284, December 28, 1971)

Regulation (CEE) No. 2864/71 amends Regulation (CEE) No. 823/68 determining groups of products and the special provisions related to the calculation of the levies, in so far as it concerns fresh milk, in the milk and milk products sector. (*Journal Officiel* No. L288, December 31, 1971)

Cattlemeat, beef and veal. Regulation (CEE) No. 2810/71 relates to the special system to be applied to the import of certain frozen cattlemeat. (*Journal Officiel* No. L284, December 28, 1971)

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

The *Journal Officiel des Communautés Européenes* No. C127, December 28, 1971, contains the draft text of a proposed regulation completing Regulation (CEE) No. 805/68 in so far as it concerns the fixing in advance of the levy in the cattlemeat sector. It should be noted that the text of the Regulation, when finally approved, may differ from the draft text referred to above.

Fish and fish products. Regulation (CEE) No. 2808/71 completes Annex I of Regulation (CEE) No. 1109/71 of May 28, 1971, relating to procedures for fixing import prices for certain fish products. (*Journal Officiel* No. L284, December 28, 1971)

Oils, fats and oil seeds. Regulation (CEE) No. 2807/71 completes Regulation (CEE) No. 911/68 in so far as it concerns determining the period for the fixing in advance, of subsidies for oil seeds. (*Journal Officiel* No. L284, December 28, 1971)

Cereals and rice. Regulation (CEE) No. 2806/71 lays down further rules for the grant of the export refund for certain processed products with a cereals and rice base. (*Journal Officiel* No. L284, December 28, 1971)

Sugar. Regulation (CEE) No. 2813/71 fixes the basic amount sugar manufacturers must pay to producers during the 1970/71 sugar marketing year, for sugar beet produced outside the basic quota. (*Journal Officiel* No. L284, December 28, 1971)

Regulation (CEE) No. 2863/71 amends Regulation (CEE) No. 2049/69 laying down the general rules relating to the denaturation of sugar for animal feedstuff. (*Journal Officiel* No. L288, December 31, 1971)

EDB Ext. 7174/408

COMMERCIAL POLICY—RULES OF ORIGIN: The *Journal Officiel des Communautés Européennes* No. L289, December 31, 1971, contains the texts of the following Regulations and Decisions relating to rules of origin. The French texts may be seen on application.

Regulation (CEE) No. 2860/71 concerning the application of Decision No. 40/71 of the Council of Association provided for by the Convention of Association between the European Economic Community and the African and Malagasy States associated with that Community.

Decision No. 40/71 of the Council of Association completing and amending Decision No. 36/71 of the Council of Association relating to the concept of 'products originating' for the purposes of Chapter I of the Convention of Association and methods of administrative co-operation.

Regulation (CEE) No. 2681/71 concerning the application of Decision No. 41/71 of the Council of Association between the European Economic Community and the African and Malagasy States associated with that Community.

Decision No. 41/71 of the Council of Association derogating from the definition of the concept of 'products originating' to take account of the special situation of Mauritania in so far as it concerns fish products.

(continued on next page)

HOW TO SAVE MONEY ON EXPORT PARCELS

Whichever way you look at it, exporting by Post through the unique CONTINENTAL EXPRESS service is an economy. Bigger parcels – over double Post Office limits in weight, mean fewer parcels to pack, saving labour and handling. Often the larger parcel can contain a whole consignment. A further saving. The cost? Less than either Surface or Air transit by other means.

Send today for full details of exporting or importing larger parcels by Post.

Continental express limited

Bridgwater Road, London E15

Telephone: 01-555 0321

Telex: 897948 (Vitesse)

EUROPEAN COMMUNITIES
continued

The *Journal Officiel des Communautés Européennes* No. L2, January 4, 1972, contains the text of Decision 72/4/CEE extending the period referred to in Article 36 of Decision 71/231/CEE of June 7, 1971, relating to the definition of the concept of 'products originating' and to methods of administrative co-operation for the application of the Decision of September 29, 1970, relating to the Association of Overseas Countries and Territories with the European Economic Community.

EDB Ext. 7174/408

UNCTAD GENERALISED PREFERENCES SYSTEM: The *Journal Officiel des Communautés Européennes* No. L289, December 31, 1971, contains the text of Regulation (CEE) No. 2862/71 relating to the definition of the concept of 'products originating' for the application of tariff preferences granted by the European Economic Community for certain products originating in developing countries.

Trade and Industry dated July 22, 1971, contained a notice about Regulations (CEE) Nos. 1308/71, 1310/71 and 1312/71 relating to the opening, allocation and administration of Community tariff quotas for certain products originating in developing countries. The *Journal Officiel des Communautés Européennes* No. C127, dated December 28, 1971 contains an announcement that the quota for imports into the EEC of the following goods which was set up by Regulation (CEE) No. 1308/71 has been exhausted. With effect from December 28, 1971, imports into the EEC of the following products when originating in the countries indicated attract the full rate of customs duty:

EEC Common Customs Tariff No.	Description of goods	Country of origin
Regulation (CEE) No. 1308/71		
41.02	Bovine cattle leather (including buffalo leather) and equine leather, prepared, except leather falling within heading Nos. 41.06, 41.07 or 41.08 B. Other II. Not specified	Argentina
94.01	Chairs and other seats (other than those falling within heading No. 94.02) whether or not convertible into beds, and parts thereof: B. Other	Yugoslavia

The French texts may be seen on application.

EDB Ext. 7174/408

HARMONISATION OF LEGISLATION: The *Journal Officiel des Communautés Européennes* No. L2, January 4, 1972, contains the text of Directive 72/2/CEE relating to the seventh amendment of the Directive of November 5, 1963 on the harmonisation of Member States' legislation concerning preservatives that may be used in foodstuffs intended for human consumption. The French text may be seen on application.

EDB Ext. 7174/408

IMPORTS FROM NON-MEMBER COUNTRIES: The *Journal Officiel des Communautés Européennes* No. L3, January 5, 1972, contains the texts of the following:

Decision 72/9/CEE authorising Belgium, Luxembourg and the Netherlands to exclude from Community treatment men's shirts (CCT No. ex 61.03) originating in Romania and freely circulating in the other Member States.

Decision 72/12/CEE authorising France to exclude from Community treatment the following products, originating in Romania and circulating freely in the other Member States:

EEC Common Customs Tariff No.	Description of goods
ex 08.10	Fruit (whether or not cooked), preserved by freezing, not containing added sugar
08.11 ex D	Fruit provisionally preserved, but unsuitable in that state for immediate consumption
20.06 B I	Fruit otherwise prepared or preserved—not containing spirit.
ex (a) (7)	Fruit containing added sugar in immediate packagings of a net capacity of a more than 1 kg
ex (c) (1cc)	Fruit not containing added sugar—in immediate packagings of a net capacity of 4.5 kg or more

Decision 72/13/CEE authorises France to exclude from Community treatment combined sound recorders and reproducers (CCT No. 92.11 A III) originating in Japan and freely circulating in the other Member States.

Decision 72/17/CEE authorises France to exclude from Community treatment outergarments and undergarments in materials other than cotton (CCT Nos. ex 61.01, ex 61.02 and ex 61.03) originating in Hong Kong and freely circulating in the other Member States.

The French texts may be seen on application.

EDB Ext. 7174/408

Irish Republic

IMPORT TARIFF AMENDMENTS: An order has been made by the Government of the Irish Republic the effects of which are to make a considerable number of changes in the Customs Tariff necessitated by amendments in the Brussels Nomenclature, and other minor editorial changes. The following headings have been affected. In most cases the changes, which came into force on January 1, 1972, involve the amendment of existing headings and subheadings or the addition of new ones, but in a few cases the level of customs duties have also been affected.

02.05	24.02	57.03	61.03	73.22	76.11	90.26	94.01
04.07	27.05	57.06	61.08	73.24	82.02	91.01	97.06
15.01	27.17	57.10	61.10	73.33	82.04	91.02	
15.02	31.05	59.03	61.11	73.37	83.01	91.03	
19.02	33.06	59.08	68.04	73.40	83.06	91.04	
21.05	40.09	60.02	70.12	74.09	84.40	92.11	
21.07	44.21	60.04	73.21	76.08	85.15	93.06	

Further details about these changes may be obtained from Tariff Section, Export Data Branch, Department of Trade and Industry, at which a copy of the order may be seen. Copies may be purchased from the Government Publications Sale Office, GPO Arcade, Dublin 1, at 12½p each.

EDB Ext. 466/467

IMPOSITION OF DUTIES—OUTER GARMENTS: Under the Imposition of Duties Act, 1957, and the Finance Act, 1962, the Government of the Irish Republic has made an order entitled Imposition of Duties (No. 197) (Outer Garments) Order, 1971. This order increases, with effect from January 1, 1972, the United Kingdom and Northern Ireland rates of duty on outerwear, other than cotton outerwear containing more than 50 per cent by weight of cotton, falling under tariff headings 60.05(A), 61.01(B), 61.01(C) and 61.02(B).

EDB Ext. 466/467

Italy

VALUE ADDED TAX: An unofficial translation is now available for inspection of the Articles relating to Value Added Tax in Italian Law No. 825 of October 9, 1971. The postponement of the introduction of the Value Added Tax until July 1, 1972, is set out in Law No. 1306 dated December 6, 1971, which also incorporates some changes in the wording of the transitional arrangements effective from December 15, 1971. An unofficial translation of the relevant Article may also be seen.

EDB Ext. 466/467/482

France

DUTY-FREE QUOTAS FOR IMPORTS OF WOOD PULP: The French *Journal Officiel* of December 27, 1971, announced that for the year 1972 the following amounts of wood pulp may be imported free of duty:

Tariff No.	Description	Amount metric tons net.
Ex 47.01 A II	Mechanical and semi-chemical wood pulp*	200,000 at 90% dryness
Ex 47.01 A II	Wood pulp chemically treated by the sulphate, soda or bisulphate process*	1,500,000 at 90% dryness

* The weight to be shown on import licence applications for these quotas is that of the pulp taken at 90 per cent dryness.

In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Division, DTI, 1 Victoria Street, London SW1H 0ET (Tel: 01-222 7877); and Export Services Division (ESD) and Export Data Branch (EDB), both at DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE, ESD or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Copies of the French text can be sent on request or seen at Export House.

EDB Ext. 423/408/288

DUTY-FREE QUOTAS FOR IRON, ETC.: The French *Journal Officiel* of December 27, 1971, announced the following duty-free quota amounts for the first half of 1972:

Tariff No.	Description	Amount metric tons net.
Ex 73.15 A Vb 1	Hot-rolled or extruded wire rods having a diameter of 4.5 to 6 mm. and a carbon content of 0.62 to 0.74 per cent	4,000
	Wire rod of a diameter of 4.5 to 13 mm. and containing 0.60 to 1.05 per cent of carbon, 0.05 per cent or less of sulphur and phosphorus (taken together), 0.10 to 0.25 per cent of silicon and 0.1 per cent or less of all other components (taken together) except manganese and chrome	1,200
73.16 A IIb	Used rails for re-rolling	42,900

Admissions under the above quotas are subject to the general conditions for importation of duty-free or duty-reduced quotas stipulated in an Order dated December 17, 1969. By way of exception, five copies of the applications for a licence are needed, of which four will be passed on to the Direction générale des douanes et droits indirects by the Ministère du développement industriel et scientifique. The products imported under these quotas must be used for the purposes stated within one year of the date of registration of the customs declaration. The importation of used rails is subject to the fulfilment by the actual consignee, assignee and user of the formalities laid down in Article 4 of the Order of June 28, 1963, stating the conditions of admission of certain goods under a more favourable tariff treatment in view of their intended use. Copies of the French text can be sent on request or seen at Export House.

EDB Ext. 423/408/288

DUTY-FREE QUOTAS—MISCELLANEOUS: The French *Journal Officiel* of December 27, 1971, published the following duty-free quota amounts for the year 1972:

Tariff No.	Description	Amount metric tons net
38.08 A	Rosin including 'resinous pitch'	1,928
48.01 A	Newsprint*	200,000
Ex 73.02 E.1	Ferro-chromium containing by weight up to 0.1 of carbon and from 30% to 90%, inclusive of chromium (ferro-chromium super-refined)	10
Ex 77.01 A	Unwrought magnesium containing 99.8% or more by weight of pure magnesium	4
Ex 77.01 A	Unwrought magnesium containing up to 99.8% of pure magnesium	20
78.01 AI	Unwrought lead containing 0.02% or more by weight of silver destined for refining (work lead)	50
78.01 AII	Unwrought lead, other	465
79.01 A	Unwrought zinc	350

* Admission under this sub-heading is subject to conditions to be stipulated by the competent authorities.

Admissions under the above quotas are subject to the general conditions for importation of duty-free or duty-reduced quotas

(*continued on next page*)

FRANCE
continued

stipulated in an Order dated December 17, 1969. By way of exception, five copies of the application for a licence are needed, of which four will be passed on to the Direction générale des douanes et droits indirects by the Ministère du développement industriel et scientifique. Copies of the French text can be sent on request or seen at Export House.

EDB Ext. 423/408/288

LIBERALISATION—HORSES FOR SLAUGHTER AND HORSEMEAT: The French *Journal Officiel* of December 30, 1971, announced the liberalisation, with effect from January 1, 1972, of the following goods when imported into France or her overseas Departments from all sources:

Tariff No.	Description
01.01 All	Horses for slaughter
02.01 A ex I	Horsemeat, fresh, chilled or frozen

Copies of the French text can be sent on request or seen at Export House.

EDB Ext. 423/408/288

Austria

VARIABLE IMPORT LEVIES: The EFTA rates of variable import levies on BN ex 17.04, 18.06 and ex 19.08 have been recalculated and for the period January 1 to June 30, 1972, will be:

Tariff No.	Description	A.S. per 100 kg
ex 17.04	Sugar confectionery, not containing cocoa (other than fondants, pastes, creams and similar intermediate products, in bulk, with an added sweetening matter content of 80% or more by weight)	
	(a)	335.-
	(b)	279.-
	(c)	153.-
	(d)	243.-
18.06	Chocolate and other food preparations containing cocoa	
	(a)	372.-
	(b)	158.-
	(c)	314.-
	(d)	182.-
	(e)	203.-
	(f)	246.-
	(g)	30.-
ex 19.08	Biscuits, wafers, rusks, cakes and Danish pastry	
	(a)	187.-
	(b)	231.-
	(c)	153.-
	(d)	105.-
	(e)	74.-
	(f)	148.-

EDB Ext. 460/461

ANTI-DUMPING LEGISLATION: A new federal law on measures relating to the import of goods which have been dumped or which have been subsidised in the country of export came into force on January 1, 1972.

EDB Ext. 460/461

Spain

IMPORT QUOTAS: The Spanish *State Gazette* of December 27 and 28, 1971, announced the following import quotas with a customs duty of 3 per cent valid until June 30, 1972:

Tariff heading	Description	Quota in tons
47.01-A	Mechanical pulp	1,700
47.01-B.1.b, 47.01-B.2.b	Chemical pulp (soda sulphate and bisulphite) other than unbleached	60,000

EDB Ext. 462/471/472/473

GLOBAL QUOTAS FOR 1972: In the *State Gazette* of December 31, 1971, the Spanish authorities published details of the global quotas for 1972. The complete list is reproduced below.

Quota No.	Goods	Tariff heading	Annual value Pesetas	Method of calling
1	Hops	12.06	46,585,000	Yearly
2	Meat preserves	16.01-16.02	46,851,200	Yearly
3	Fruit preserves	20.03-20.04 20.05-ex 20.06 20.07-B	46,851,200	Yearly
4	Miscellaneous food products	19.04-21.07-B 21.07-C	9,516,650	Yearly
5	Soups and soup preparations	21.05	17,569,200	Yearly
6	Beer	22.03	21,605,650	Open permanently
7	Fish meal	23.01-B	280,228,740	Open permanently
8	Coking coal	ex 27.01-A	256,217,500	Open permanently
9	Anthracite	27.01-B	31,478,150	Open permanently
10	Inorganic chemical products	15.10-C-28.02 28.14-A-28.15-B 28.41-B.3-ex 28.46-B	73,205,000	Six monthly
11	Organic chemical products	17.02-A.1 17.02-B.1 ex 29.25, J29.42-A 29.42-C-29.44-A 29.44-B	58,564,000	Six monthly
12	Pharmaceutical specialties	ex 30.02-A.2 ex 30.02-B.2 ex 30.03-A.2 ex 30.03-B.2	146,410,000	Open permanently
13	Varnishes, inks, pigments and similar preparations	32.09-A ex 32.09-D	51,243,500	Six monthly
14	Perfumery, toilet and cosmetic preparations	33.06	29,282,000	Six monthly
15	Tensoactive preparations, preparations for lyes, lubricating preparations, glues and miscellaneous products of the chemical industries, not liberalized and not included in other quotas	34.02-B 34.03-B ex 35.05-ex 38.07 ex 38.08-38.19-F.2 ex 38.19-G-38.19-H ex 38.19-J ex 38.19-K	153,730,500	Six monthly
16	Phenoplast and furane resins	39.01-A	65,884,500	Six monthly
17	Aminoplasts	39.01-B	43,923,000	Six monthly
18	Other condensation, polycondensation and polyaddition products	39.01-C ex 39.01-J	43,923,000	Six monthly
19	Styrene and derivatives product (polymerisation)	39.02-C	21,961,500	Six monthly
20	Polyvinyl chloride	39.02-E	43,923,000	Six monthly
21	Other polymerisation and copolymerisation products	39.02-A.2 39.02-G.2.3 39.02-L.2 ex 39.02-M 39.02-N ex 39.03-A	80,525,500	Six monthly
22	Manufactures of artificial plastic materials, of cellulose esters and of artificial resins	39.07-B	65,884,500	Six monthly
23	Non-liberalised wood manufactures	44.15 44.16 44.18 48.09	19,765,350	Six monthly
24	Miscellaneous textile fibres	50.02 50.03 ex 57.03-A 57.03-B 57.03-C 57.04-A.1 57.04-B.2.a 57.04-C	16,105,100	Six monthly
25	Yarns of miscellaneous textile fibres	50.04-50.05 50.06-50.07 50.08-55.05 55.06-57.06	24,157,650	Six monthly
26	Coconut yarns	57.07-C	65,884,500	Six monthly
27	Fabrics of miscellaneous textile fibres	50.09-50.10 55.07-55.08 55.09-57.10 ex 57.11	112,150,000	Six monthly
28	Tulle, lace, velvet, and knitted goods	58.04-E 58.08-58.09-60.01-C	25,621,750	Six monthly
29	Special fabrics	ex 59.03-A 59.07-59.08 ex 59.11 ex 59.12 ex 59.13 ex 60.06-A	23,205,985	Six monthly
30	Carpets and rugs	58.01 58.02-58.03	10,980,750	Six monthly
31	Ready-made clothing	ex 60.02 ex 60.03-A.2 ex 60.03-B.2 ex 60.03-C 60.04-C 60.05-C	29,282,000	Six monthly

Quota No.	Goods	Tariff heading	Annual value Pesetas	Method of calling
		61.01-A ex 61.01-D ex 61.01-E 61.02-A ex 61.02-D ex 61.02-E ex 61.03-A ex 61.03-C 61.04-A ex 61.04-D 61.05 61.07 61.09 ex 61.10-A ex 61.10-C ex 61.11 ex 62.01-B ex 62.02 ex 62.04		
32	Other textile manufactures	58.05-D ex 58.06 ex 58.07 59.01 59.02-C ex 59.04 ex 59.05-C ex 59.06 ex 59.14 ex 59.15 ex 60.06-B 62.03 ex 62.05-B	18,301,250	Six monthly
33	Articles of porcelain and glass	69.11-B 69.12-B 69.13 ex 70.13-B.1	40,994,000	Six monthly
34	Imitation jewellery	71.12-B.2 71.16	12,444,850	Six monthly
35	Containers of iron or steel	ex 73.23	29,282,000	Six monthly
36	Stoves, heating apparatus, cookers (including those also connected to central heating) cooking rings, boilers, plate heaters and other similar non-electric apparatus for domestic use and parts, of cast iron, iron or steel	73.36	16,105,100	Six monthly
37	Other manufactures of cast, iron or steel	ex 73.40-C	32,210,200	Six monthly
38	Copper manufactures	74.19-D 74.19-E	14,641,000	Six monthly
39	Aluminium manufactures	ex 76.15 76.16-B	16,105,100	Six monthly
40	Hand tools for industry	ex 82.03 82.04	80,525,500	Six monthly
41	Saws and blades	ex 82.02 ex 82.06	43,923,000	Six monthly
42	Cutlery and table sets of iron or steel	82.09 82.10 82.11-A-C-D-E 82.14	29,282,000	Six monthly
43	Marine engines (not liberalised) and parts for the manufacture of the same	84.06-B.2.b 84.06-B.2.c 84.06-B.2.d 84.06-C.1 ex 84.06-D.2	65,884,500	Six monthly
44	Engines for use on land (not liberalised) and parts for the manufacture of the same	84.06-B.2.b.c.d 84.06-C.1 ex 84.06-D.2	256,949,550	Six monthly
45	Motor pumps and motor compressors (not liberalised)	ex 84.10-F.2 ex 84.11-D.2	58,564,000	Six monthly
46	Refrigerators up to 250 litres	ex 84.15-A	201,313,750 (40,262 units)	Six monthly
47	Dumpers	87.02-B	292,820,000	Six monthly
48	Television and radio receivers	85.15-A	43,923,000	Six monthly
49	Radio transmitters and transmitter-receivers	85.15-B	97,362,650	Six monthly
50	Non-liberalised parts for the manufacture of electric apparatus and carbons for cinematographie	ex 85.15-E ex 85.24-C	117,128,000	Open permanently
51	Tractors	87.01-A 87.01-B.2	566,899,520 (4,716 units)	Six monthly
52	Parts for the manufacture of tractors	ex 87.06	128,840,800	Open permanently
53	Buses, fire-engines and parts for the manufacture of commercial vehicles	ex 87.02-A.2 ex 87.03-B.C. ex 87.04-B ex 87.05 ex 87.06	366,025,000	Six monthly (except parts-open permanently)
54	Parts and accessories for the manufacture of motor cars	ex 87.04-A ex 87.05 ex 87.06	219,615,000	Open permanently
55	Phonographs, dictaphones and other apparatus for sound recording and reproduction	92.11-C.D.E.	29,282,000	Six monthly
56	Sound recording tapes, etc. (not liberalised), and parts and accessories for apparatus under Heading 92.11	92.12-B.2 92.13	38,791,650	Open permanently
57	Toys, games and articles for recreation	97.01-97.02 97.03-97.04 97.05-97.08	44,655,050	Yearly
58	Capital equipment for new investment projects	Sections XVI and XVII	11,273,570,000	Open permanently

EDB Ext. 462/471/472/473

CUSTOMS TARIFF AMENDMENTS: The Spanish *State Gazette* of December 2, 1971, announced the following additions; extensions and deletions to the Capital Goods List of the Spanish Customs Tariff imported at a concessional rate of 5 per cent import duty, subject to the usual conditions:

Tariff heading	Description	Valid until
ADDITIONS		
84.15. B.2	Absorption type refrigeration units with interior high-pressure serpentine cooling system, for hydro-carbons	24.11.73
84.17. J.2	Heat-exchanger columns with aluminium plates and grouped tubes, for polyolefins under high pressure. Weighing more than 10,000 kg	24.11.73
84.19. D	Automatic synchronised machines for vacuum filling and sealing of jars of preserves in syrup	24.11.73
84.22. I	Motorised chassis as base to crushing machines. Weighing more than 170,000 kg	24.11.73
84.30	Machines for continuous-sequence treatment of Mandarin oranges by mechanical peeling, quartering, chemical skinning, and grading	24.11.73
84.45. C.2.b	Special jigs for machine-finishing piston-bores and valve and injector seatings in engine blocks	24.11.72
	Special jigs for simultaneous machine-finishing of housings for crank-shafts and cam-shafts in engine blocks	24.11.72
	Rigid vertical-bridge jigs with electronic control of the three working co-ordinates	24.11.72
84.45. C.5	Horizontal boring machines with adjustable head and rise and fall co-ordinates on a moveable column, for drilling series of holes more than 750 mm deep by means of a rotating tool	24.11.72
	Specially designed milling machines for wobblers for rolls. Weighing more than 50,000 kg	24.11.72
	Automatic milling machines for simultaneous copying of paired components from a single master	24.11.72
	Copying milling machines with four or more spindles for complete contouring and interior working, in totally automatic sequences	24.11.72
84.56. D	Automatic machines for moulding by compensated pressure, with multiple rammers and overall control of vibration, positioning, selection and return of moulding boxes and ballasting phases	24.11.73
84.59. J	Special extruders for polyethylene, with vacuum feed, side exit, automatic change of filter-screens, and flow-control and cut-out on sliding carrier	24.11.73
	Machines for dry-sealing and laminating aluminium leaf with paper, of working width 1,000 mm or more, with separate constant-speed feed-recovery system, hot and cold rollers and pressure system	24.11.73
	Grinding machines feeding alumina for aluminium electrolysis tanks	24.11.73
	Extraction machines of anodic needles for aluminium electrolysis tanks	24.11.73
	Machines for opening and closing bobbins of steel ribbon wider than 1,000 mm for annealing on expanded bobbin	24.11.73
85.22. B.3	High-tension insulation-testing equipment for large electrical machines, with controlled high voltage	24.11.73
EXTENSIONS		
84.45. C.1.e.1	Special lathes, weighing more than 12,000 kg, for multiple production machining of crank-pins, lines of seatings for crank-shafts, etc., and with multiple tools operating simultaneously	13.9.72
84.45. C.6	Multiple production grinder with automatic cycle of operations for crank-pins. Weighing more than 12,000 kg	13.9.72
	Grinding machines with two front millng-heads fixed or adjustable axially, specially designed for trueing two parallel surfaces simultaneously	13.9.72
DELETIONS		
84.56. B.2	Rotary crushing machines mounted on a motorised chassis. Weighing more than 200,000 kg, grass	
85.01. B.2	Special armoured flame-proofed transformers up to 1,000 kvA and up to 15,000 volts HT, and 1,000 volts LT	

EDB Ext. 462/471/472/473

Denmark

TEMPORARY IMPORT SURCHARGE—EXEMPTIONS LIST: The Danish temporary import surcharge, effective as from October 21, 1971, is levied on the dutiable value (cif) of imported goods at an initial rate of 10 per cent, reducing to 7 per cent as from July 1, 1972 and to 4 per cent from January 1 to March 31, 1973. The following is a list of items (correct to December 14, 1971) which are exempt from the surcharge:

Chapters 1, 2 and 3 04.02 04.05 Chapter 5 07.01 07.03 *07.05 08.01. *Ex 08.05 Almonds imported by concerns registered in accordance with Section 3 of the Act on duty on chocolate and sugar commodities etc. for the production of goods that are liable to duty according to chapter 1 of the act in question. The Danish Minister of Finance will stipulate detailed regulations regarding the exemption from duty in respect of almonds. 08.11 09.01 09.02 Chapter 10 11.02 Chapter 12, 13 and 14 15.04 *15.07 *15.08 *15.09 *15.10 *15.11 *15.12. *Ex 16.04 B2 Herring, whole or cut in pieces. *Ex 16.05 B Shrimps. 18.01 18.02 18.03 18.04

Chapter 23 24.01. *Ex 24.02 C Stripped tobacco. Chapter 25 to 29 30.01 30.02 30.03. Chapter 31 32.01 32.02 32.03 32.04 32.05 32.06 32.07 *32.08 33.01 33.02 33.03 33.04 33.05 *Ex 34.02 Organic surface-active agents. 35.01 35.02 35.03 35.04 Chapter 38 *39.01 *39.02 *39.03 *39.04 *39.05 *39.06 40.01 40.02 40.03 40.04 *40.06A 40.15 *Chapter 41 43.01 *43.02 44.01 44.02 44.03 44.04 44.05 *44.14 45.01 45.02 *Ex 45.04 Sheets blocks and similar of agglomerated cork and pipes and roundels (slices). Chapter 47. *Ex 48.01 Wallpaper and condenserpaper. The Danish Minister of Finance will stipulate detailed regulations regarding the exemption from duty of wallpaper and condenserpaper. *48.10. *Ex 48.15 Condenserpaper. The Danish Minister of Finance will stipulate detailed regulations regarding the exemption from duty of condenserpaper. *Ex 48.21 A Cigarette filters. *48.21 D Artificial sausage casings. *Ex 49.01 Printed books, brochures etc. including brochures and similar printed on single page or sheet when the articles are provided with text and that text is in a foreign language only. 49.02. *Ex 49.03 Illustrated children's books and children's painting books when the articles are provided with text and that text is in a foreign language only. 49.04 49.06 49.07 49.11A.

50.01 50.02 50.03 *50.04 *50.05 *50.06 *50.09 *50.10 51.01 51.02 *51.04 *Chapter 52 53.01 53.02 53.03 53.04 53.05 53.06 53.07 *53.08 *53.09 *53.11 53*12 *53.13 54.01 54.02 54.03 *54.05 55.01 55.02 55.03 55.04 55.05 *55.07 *55.08 *55.09 56.01 56.02 56.03 56.04 *56.05 *56.07 *Chapter 57 *58.04 *59.01 A Cigarette filters. *59.08 *59.11 *60.01 *68.13 B Other items. *68.16 *69.02 *69.03 *70.03 *70.20 71.05 71.06 *71.07 *71.08 71.09 71.10 71.11 73.01 73.02 73.03 73.04 73.05 73.06 73.07 73.08 73.09 73.10 73.11 73.12 73.13 73.14 73.15 73.16 73.17 73.18 73.19 73.20 74.01 74.02 74.03 74.04 *74.05 74.06 74.07 74.08 75.01 75.02 75.03 75.04 75.05 76.01 76.02 76.03 *76.04 76.05 76.06 76.07 77.01 77.02 77.04 78.01 78.02 78.03 *78.04 78.05 79.01 79.02 79.03 79.04

80.01 80.02 80.03 *80.04 80.05 Chapter 81 83.15 *Ex 84.43A Moulds 84.62 *Ex 85.01B Rotor and stator plates and other punched plates for products falling within 85.01B. *Ex 85.02 Permanent magnets and blanks of such magnets. *85.14A *85.15A *Ex 85.15C Parts for automatic transmitters and special receivers for distress signals from ships, aircraft and like, and for goods of heading 85.15 B and C. The Danish Minister of Finance will stipulate detailed regulations regarding the exemption from duty of the parts in question. *85.18. *Ex 58.19B Variable resistors, except rotating resistors weighing less than 25 grammes per piece. *Ex 85.19C Fixed resistors and rotating resistors weighing less than 25 grammes per piece. 85.21. *Ex 85.23B Insulated electrical wire without connecting parts with varnish or enamel insulation. *85.24 *85.26 *86.09. *Ex 87.12B Parts for bicycles without motors. The Danish Minister of Finance will stipulate detailed regulations regarding the exemption from duty of bicycles without motors. Chapter 88 89.01B 89.04 *90.20 *90.28A. Sound probes. *Ex 90.28B Ultra-sonic direction finders. *92.13 Chapter 99.

*The importer can apply for a refund of Import Surcharge paid on these goods (except for 41.01 and 57.01 to 57.04).

Provisions already exist for certain goods falling within Chapters 32, 79, 84, 85, and 87 to be exempted from import duties. Permission may be granted for these goods to be exempted also from the import surcharge subject to compliance with conditions to be laid down by the Danish Minister of Finance.

EDB Ext. 458/459/460

Greece

FOOD AND DRINK REGULATIONS: It was announced in *Trade and Industry*, October 21, 1971, that new food and drink regulations which became effective on September 24, 1971, were being translated. The full translation has been delayed, but some additions to the regulations have been received, suspending the date of enforcement on certain products. Among these products are packed foodstuffs and beverages imported from abroad.

EDB Ext. 420/475

Poland

FIVE-YEAR PLAN: The Polish Five-year Plan for 1971-75 has not yet been finalised but a short note of the main proposals is available to firms from Commercial Relations and Exports Division.

CRE Ext. 2258/3463

Yugoslavia

ECONOMIC MEASURES: The Yugoslav foreign trade and exchange system has been revised: the main changes are (i) replacement of current structure of retention quotas by two basic rates, namely 20 per cent for visible exports and 45 per cent for tourism; (ii) retention quotas may be used for purchase of permitted imports, for remittance of profits of joint ventures to foreign investors and for security on foreign loans; and (iii) surplus exchange derived from retention quotas may not now be transferred to other enterprises but must be sold on the foreign exchange market to be established and operated by banks. (The retention quota is a proportion of export earnings which is retained by the Yugoslav exporter in a foreign exchange account.)

At the end of December, the Yugoslav National Bank announced two steps towards convertibility of the dinar: (i) foreigners may now hold dinar accounts in Yugoslav banks, such dinars may be used to pay for Yugoslav goods and will be convertible on certain conditions; and (ii) there will be no personal foreign currency allowance for travel abroad but tourists may take out 500 dinars each journey, and visitors to Yugoslavia may take in the same amount, in denominations not larger than ND50.

No further details are available.

EDB Ext. 420/475

Israel

AMENDMENTS TO IMPORT LIBERALISATION LIST: The Israeli authorities announce the following amendments to the Free Imports Order, 1968:

Tariff No.	Description
39.02-1000	'Resins in the form of powders, grain or liquid' shall be superseded by 'Resins in the form of powders, grain, crumbs, lumps or liquid, of the kinds:'
39.03-3000 39.07-1400	The description of these two items is superseded by: 'Adhesive plates, sheets, foil, strip or film with no detachable protective layer'
73.40-1500	This item is repealed
73.40-6500	This item is repealed
73.40-7000	This item is repealed
	The following shall be inserted after item 73.40-9500:
73.40-9900	'Articles of iron and steel of the following kinds: control interceptors, grids for sewerage and other pits and the lids and frames thereof, and frames for manholes and hydrant cases; counterweights and base plates of cast iron; boxes and cases and the lids thereof, of cast iron of the kinds used as protection for electric instruments, for the connection and disconnection of electric circuits, or to make connections into or inside electric circuits'
82.11-1090 82.11-9990	These two items are repealed and shall be superseded by:
82.11.9900	'Shaving accessories and razors'
82.13-2000	This item is repealed
	After item 82.13-5000, the following is to be inserted:
82.13-9900	'Hand operated hairdressing accessories'
84.21-3021	This item is repealed

ENGLISH EXPORTERS (LONDON) LTD.

70 Baker Street, London, W.1.

Telephone: 01-486 4871 (7 lines) *Telex:* 23794 *Cables:* ENGLEXPORT London

WE SPECIALISE IN HANDLING EASTERN EUROPEAN RECIPROCAL BUSINESS AGAINST U.K. DELIVERIES
WE SPECIALISE IN SWITCH, TRIANGULAR AND BARTER TRANSACTIONS OF ANY KIND.

Tariff No.	Description
After item 84.21-7000, the following is to be inserted:	
84.21-7210	'Spray guns and similar appliances for spraying liquids (excluding metals in liquid form) by means of compressed air or gas massing out of the mouth of the gun or appliance (other than of the electrostatic kind and those having two or more openings for the liquids)'
90.03-1000	The description of this item is superseded by: 'Frames and mountings for goggles'
Item 90.03-2090 is superseded by:	
90.03-2000	'Parts for frames and mountings for goggles, made of metal.'
90.04	The wording 'other than for protective goggles under section 3000' shall be deleted

EDB Ext. 420/475

REGULATIONS ON PRESERVATIVES IN FOODSTUFFS: The Israeli Ministry of Health has issued the following amendments to the regulations under the Public Health Ordinance:

Column I Food	Column II Preservative	Column III Parts per million—up to
1. Meat and fish, pickled, smoked, salted or preserved	Sodium nitrite Sodium nitrite may be added to mixture only where the sodium nitrite does not exceed 0.6 per cent calculated as $NaNO_2$	200
	Sodium nitrate	500

EDB Ext. 420/475

Kuwait

CERTIFICATES OF ORIGIN: As from February 1, 1972 certificates of origin covering goods imported from Hong Kong (and Cyprus, Ethiopia, Iran, Italy, Kenya and Turkey) 'must be authenticated by the Kuwaiti Embassy or Consulate in the country concerned or by the Embassy or Consulate of any other Arab country in the absence of a Kuwaiti representation'.

EDB Ext. 420/475

Ivory Coast

IMPORTATION OF VEHICLE PARTS AND ACCESSORIES: It has been announced that the rate of the mark of all taxes concerned with the importation of all vehicle accessories, replacements and equipment must not exceed 50 per cent of the public selling price. This rate of mark limited at 50 per cent applies equally to bearings and bearing housings for industry.

EDB Ext. 462/471/472/473

Ghana

UNITED KINGDOM/GHANA LOAN 1971: Notice to Importers No. 377 published in the Ghana Commercial and Industrial Bulletin of December 14 advises how registered importers can import goods from the United Kingdom on sight payment terms under the loan and also gives details of the shipping list for the loan.

EDB Ext. 471/472/473

Nigeria

INVOICES: Invoicing requirements for imports into Nigeria are set out in Government Notice No. 1989 of 1970 published in the Federation of Nigeria *Official Gazette* of December 24, 1970 as amended by Government Notice No. 732 of 1971, which was published in the *Official Gazette* of May 6, 1971, and Government Notice No. 1341 of 1971, published in the *Official Gazette* of August 19, 1971. In addition the British High Commission in Lagos has been informed by the Nigerian Board of Customs and Excise that a combined certificate of value and origin with one signature will be acceptable provided it contains all the information set out in Annexes B and C of the notice.

CRE Ext. 3064/3338

Kenya

NEW IMPORT RESTRICTIONS: Details of the new exchange control restrictions mentioned in a notice published in *Trade and Industry*, December 9, 1971, page 528—EIS notice 303 of December 6, 1971 are now available. The main restrictions of concern to British exporters are as follows:

Goods affected. The goods affected by the new restrictions are grouped into five schedules—A, B, C, D and E. The SITC numbers are given below:

SCHEDULE A

001 4 0 0, 048 3 0 0, 091 4 2 9, 267 0 1 0, 292 5 0 0, 332 1 0 1, 332 1 0 2, 332 2 0 1, 332 2 0 2, 332 3 0 1, 332 3 0 2, 332 4 0 0, 341 1 0 0, 554 1 0 1, 561 1 0 1, 561 1 0 2, 561 1 0 3, 561 1 0 9, 599 2 0 3, 629 4 0 0, 641 1 0 0, 641 2 1 0, 641 3 0 0, 641 5 0 0, 641 9 1 0, 641 9 2 0, 641 3 0 0, 641 9 4 0, 642 1 2 0, 656 6 1 0, 661 2 0 0, 674 4 2 1, 674 4 2 2, 677 0 0 9, 694 1 0 0, 694 2 0 1, 694 2 0 9, 696 0 0 1, 698 1 2 0, 712 1 0 0, 729 5 0 0, 732 8 9 9, 733 1 1 0, 733 1 2 0, 812 4 2 2, 841 1 2 1, 863 0 0 0, 899 5 2 0, 899 5 3 0.

SCHEDULE B

011 3 0 0, 011 4 0 0, 012 1 0 1, 012 1 0 2, 012 9 0 1, 013 4 0 0, 013 8 0 1, 022 1 0 1, 022 1 0 2, 022 2 1 0, 022 2 2 0, 023 0 0 1, 023 0 0 2, 024 0 0 0, 042 0 0 0, 043 0 0 0, 045 9 0 1, 047 0 0 9, 048 3 0 0, 048 4 2 1, 048 8 2 0, 053 3 0 0, 053 5 0 2, 053 5 0 3, 053 6 0 0, 053 9 0 1, 053 0 0 9, 054 5 0 9, 054 6 0 0, 055 1 0 0, 055 5 1 0, 055 5 2 9, 061 1 0 1, 062 0 0 0, 075 1 0 1, 081 3 0 1, 081 3 0 2, 081 3 0 3, 081 3 0 4, 081 3 0 9, 091 3 1 0, 091 4 1 0, 091 4 2 1, 091 4 2 9, 099 0 4 0, 099 0 9 1, 099 0 9 9, 276 9 0 0, 332 9 6 0, 421 3 0 0, 554 3 0 1, 554 3 0 2, 581 2 0 0, 599 2 0 3, 599 5 9 0, 621 0 4 0, 629 1 0 2, 533 3 2 2, 541 7 0 0, 629 1 0 6, 632 7 0 0, 642 1 1 0, 651 2 0 0, 651 6 0 0, 654 0 0 9, 654 9 0 0, 655 6 2 1, 656 1 0 1, 656 1 0 2, 656 1 0 3, 656 2 0 0, 656 6 1 0, 656 6 2 0, 656 6 9 0, 656 9 1 2, 661 2 0 0, 663 3 1 9, 665 2 0 0, 667 2 0 0, 673 1 0 0, 673 2 0 0, 674 4 1 1, 674 4 1 2, 674 5 1 1, 677 0 0 1, 691 1 0 1, 691 1 0 9, 691 2 0 0, 693 3 1 0, 694 1 0 0, 694 2 0 2, 695 1 0 1, 695 1 0 2, 695 1 0 9, 695 2 1 0, 695 2 3 0, 697 2 3 0, 698 8 5 1, 698 9 1 1, 733 3 2 0, 821 0 1 0, 821 0 9 0, 841 1 2 2, 841 1 3 1, 841 4 2 0, 841 4 3 1, 841 4 4 1, 851 0 9 2, 851 0 9 9, 893 0 0 0, 893 0 0 1, 893 0 0 2, 893 0 0 0, 894 2 4 2, 895 9 9 0, 897 1 0 0, 899 2 3 0, 899 2 4 1, 899 2 4 2, 899 3 2 1, 899 5 9 0, 991 1 6 0.

SCHEDULE C

022 1 0 9, 022 2 3 0, 031 3 0 0, 045 9 0 9, 051 1 0 0, 051 2 0 0, 051 4 0 0, 051 5 0 9, 054 2 0 0, 054 5 0 1, 054 5 0 2, 061 2 0 0, 081 9 5 0, 112 1 1 0, 112 1 2 1, 112 1 2 2, 112 1 2 3, 112 1 2 4, 112 1 3 1, 112 1 3 2, 112 2 0 0, 112 3 0 0, 122 4 0 1, 112 4 0 2, 112 4 0 3, 112 4 0 4, 112 4 0 5, 112 4 0 6, 211 1 0 3, 211 9 0 9, 275 1 0 0, 276 3 0 1, 276 3 0 9, 411 3 0 0, 533 3 2 1, 554 1 0 1, 554 3 0 9, 554 3 0 1, 581 2 0 0, 581 3 0 0, 581 9 0 0, 629 1 0 1, 629 1 0 2, 629 1 0 4, 629 1 0 5, 629 1 0 6, 629 1 0 8, 629 1 0 9, 633 0 0 0, 841 9 5 0, 642 2 0 1, 642 2 0 9, 642 3 0 0, 642 9 3 0, 642 9 9 0, 652 1 0 1, 652 2 0 1, 652 2 0 2, 652 2 0 3, 652 2 0 4, 652 2 0 5, 652 2 0 6, 652 2 0 9, 653 4 0 0, 653 5 0 1, 653 5 0 9, 653 7 0 0, 654 9 0 0, 655 1 0 1, 655 5 0 0, 656 4 0 0, 666 5 0 0, 692 3 0 0, 693 2 0 1, 693 2 0 9, 695 2 3 0, 697 2 1 2, 697 2 1 9, 698 1 1 0, 698 5 0 0, 698 9 1 9, 712 9 0 0, 715 1 0 0, 719 2 1 0, 719 2 2 0, 719 3 1 0, 719 3 2 0, 719 6 3 0, 719 6 4 0, 719 8 0 9, 724 2 0 0, 729 1 1 1, 729 1 2 1, 729 2 0 1, 812 4 2 1, 812 4 2 9, 812 4 3 0, 831 0 0 2, 841 1 1 0, 841 1 3 9, 841 1 4 0, 841 4 2 9, 851 0 1 0, 851 0 9 1, 893 0 0 3, 893 0 0 4, 895 2 1 0, 991 1 10.

SCHEDULE D

046 0 0 1, 048 1 2 0, 051 9 0 9, 099 0 5 0, 099 0 9 9, 122 1 0 0, 122 2 0 0, 211 4 0 1, 422 9 0 0, 553 0 0 9, 554 2 0 0, 651 4 2 0, 655 6 1 4, 655 6 1 9, 656 9 1 1, 656 9 1 9, 656 9 2 0, 657 5 0 0, 657 6 0 0, 714 1 0 0, 714 2 1 0, 714 2 2 0, 714 3 0 1, 714 3 0 2, 714 9 1 0, 717 3 0 2, 724 1 0 0, 724 9 2 0, 725 0 1 0, 725 0 2 0, 725 0 3 9, 725 0 5 0, 732 1 0 0, 735 3 0 0, 821 0 9 0, 831 0 0 1, 841 1 2 9, 841 4 4 9, 861 4 0 0, 861 5 0 0, 861 6 0 0, 864 1 1 0, 891 1 1 1, 891 1 1 2, 891 2 0 1, 895 1 1 0, 895 2 1 0.

SCHEDULE E

013 8 0 9, 031 1 0 0, 032 0 1 1, 051 7 1 1, 053 5 0 9, 055 5 1 0, 055 5 2 1, 061 6 0 0, 071 3 0 0, 073 0 0 1, 099 0 4 0, 212 0 0 0, 332 5 0 2, 613 0 0 0, 632 7 0 0, 632 8 0 0, 656 1 0 9, 657 4 0 0, 821 0 3 0, 841 2 1 0, 841 2 2 0, 892 9 4 0, 897 2 0 0.

Treatment. The treatment accorded to the goods in these schedules is as follows:

Schedule A. Import items for which payment may continue to be authorised.

Schedule B. Import items for which foreign exchange will *not* be provided.

(*continued on next page*)

AN EXCLUSIVE, RELIABLE, PROMPT TRANSLATION SERVICE IN THE MIDLANDS!
Technical, Legal and Commercial Translations by Experts
THE DUPLOYEN INSTITUTE
Established in 1870 by the late Dr. Gustave H. Duployé
Separate department for the most intensive tuition. All languages. Special classes for the Directors and the other busy Executives organised at the firm's premises and at our Head Office:—
27 WATERLOO STREET, BIRMINGHAM, B2 5TJ, Tel.: 021-236 5431

KENYA
continued

Schedule C. Import items for which payment in foreign exchange will only be authorised by commercial banks when particular prior exchange control approval has been granted.
Schedule D. Import items which require a 'no objection to foreign exchange' certificate for which application should be made to the Director of Trade and Supplies.
Schedule E. Import items for which foreign exchange will *not* be provided.

Transitional arrangements. Payment for items in Schedules B and C against import licences issued prior to December 17, 1971 will be authorised providing shipment is made before February 15, 1972. Payment is also authorised for items in Schedules D and E which are shipped before February 15, 1972.

Where an irrevocable letter of credit has already been issued to provide for the shipment of goods detailed in Schedules B, C, D and E at a date subsequent to February 15, 1972 drawings thereunder may be met but in no circumstances will the date of shipment already stipulated in the letter of credit or its expiry date be extended.

Procedures

Schedule A. Specific import licences will be issued by the Director of Trade and Supplies in the normal manner.
Schedule B. With effect from December 17, 1971, specific import licences will *not* be issued.
Schedule C. With effect from December 17, 1971, specific import licences will be issued by the Director of Trade and Supplies based on a quarterly quota related to past performance of the individual importer under each category during 1970 and 1971 but not necessarily at those levels.
Schedule D. All future payments for imports of these items will be subject to the issue of an exchange control allocation licence before the importer places a firm order. The quantity and value of each category to be imported for which foreign exchange will be made available will be based on the individual importer's past performance under each category during 1970 and 1971 but not necessarily at those levels.

The period of validity of a specific import licence, 'no objection to foreign exchange' certificate and a foreign exchange allocation licence will not be extended.

EDB Ext. 462/471/472/473

Burma

FURTHER NATIONALISATION OF INDUSTRIES: The Department of Trade and Industry has been informed that the Government of Burma has nationalised a further 69 industrial establishments. This measure is effective from January 1, 1972, and enterprises affected include seven textile mills, 45 ice factories and food-stuffs factories, eight soap factories, and three metal fabricating workshops.

CRE Ext. 2252

India

SUPPLEMENTARY BUDGET: The Indian Minister of Finance, Mr. Y. B. Chavan, announced in December new measures to raise revenue to offset the cost of the war with Pakistan, to provide cyclone relief in Orissa and for the continuing problem of refugee relief. A levy of 2½ per cent will be imposed on imports, with a few exceptions, and a higher rate of 10 per cent will be charged on certain specified items. There will be a graduated excise levy on domestic production of iron and steel products, copper, zinc, aluminium and unmanufactured tobacco, together with an increase in the export duty on certain jute products. There is to be a surcharge of 2½ per cent on income tax by all companies, Indian and foreign, with provision for advance payment before March 31, 1972, in respect of tax due for the financial year ending on that date.

EDB Ext. 420/475

Japan

IMPORTS OF SAUSAGE, HAM AND BACON: The Japanese Government has recently announced that imports of sausage, ham and bacon will be permitted from the UK and other countries subject to the following conditions:

(a) Meat and offals must be from such animals as have been inspected both before and after slaughtering to ensure that they have not suffered nor are suspected to have suffered from any infectious disease.
(b) Bones must be excluded completely.
(c) The meat and offals must either be boiled or treated with steam of 100 degrees centigrade or higher so as to keep the central temperature of such meat and offals at 70 degrees centigrade or higher for at least one minute.

To ensure that these conditions are carried out the Japanese Ministry of Agriculture requires that every factory which is to produce meat treated in this way must be personally inspected and approved by its own officials. The Ministry has confirmed that the cost of such visits of inspection are to be borne 'by the exporting side'. Meat coming only from these factories can be exported to Japan.

EDB Ext. 475/420

Australia

TARIFF BOARD (DUMPING) INQUIRY ON GOODS WAGONS: The Australian Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions, being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether standard gauge (4 feet 8½ inches) goods wagons, designed to operate at high speed (40 mph or higher when loaded) for transport of mineral substances such as iron ore or ballast, with a carrying capacity of not less than 1,500 cubic feet, tariff item 86.07
have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;
(b) whether, if the answer to (a) is in the affirmative, the exportation of those goods is causing or is threatening injury to an Australian industry.

This matter has been reported by the British High Commission at Canberra which has been asked to notify the Australian authorities as soon as possible of United Kingdom interests proposing to give evidence; notification in this instance must be given to the Australian authorities not later than January 28, 1972. Before that date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Division, quoting reference No. CRE 858/72. Evidence may be submitted to the Tariff Board either directly by the firm or Trade Association concerned or through the facilities provided by the Australian British Trade Association, 21 Tothill Street, London SW1 (Tel 01-799 7447). The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

CRE Ext. 2318, 2319

New Zealand

RULES OF ORIGIN FOR GOODS FROM DEVELOPING COUNTRIES: The recently introduced United Nations Conference on Trade and Development (UNCTAD) scheme gives preferential tariff treatment to goods imported from developing countries. The New Zealand Government has now issued Customs Regulation 1968 Amendment No. 5, which lays down the conditions to which such goods must conform to enter under the tariff at the rates and exemptions provided for. The amendment includes the wording of a new form of certificate of origin to accompany invoices of goods (the produce or manufacture of developing countries) for exportation to New Zealand. Full details can be obtained from Tariff Section, Export Data Branch.

EDB Ext. 401/468/469

NEW ZEALAND/AUSTRALIA FREE TRADE AGREEMENT: The New Zealand Minister of Overseas Trade, Mr. J. R. Marshall has announced that the New Zealand and Australian Governments have agreed to consider a further list of items for inclusion in Schedule A of the New Zealand/Australia Free Trade Agreement (Schedule A lists those goods which are, or in due course will be, free of import duty when traded between Australia and New Zealand). The proposed additions are set out in the Schedule below.

Interested parties may make representations in support of or against any nominated product or products. Such representations concerning imports into New Zealand should be made to the Secretary, Tariff and Development Board, PO Box 5070, Wellington, and those concerning imports into Australia to the Secretary, Department of Trade and Industry, Canberra, not later than March 3, 1972.

Where representations are made against the inclusion of a product an inquiry may be conducted by the New Zealand Tariff and Development Board, or the Australian Tariff Board, or both. United Kingdom producers are entitled to full rights of audience before these bodies. It is suggested that any United Kingdom firm or trade association making representations inform the Department of Trade and Industry.

Products on which no representations are received will be added to Schedule A on July 1.

Any inquiries arising from this notice should be addressed to Commercial Relations and Exports Department quoting reference CRE 16678/G.

SCHEDULE

Nomination list for the sixth review of Schedule A

New Zealand Tariff Item No.	B.T.N. heading No.	Description in terms of the New Zealand tariff	Australian Tariff Item No.
11.04.001(.01) 11.04.009(.09)	11.04	Flours of the fruits falling within any heading in Chapter 8, viz.: Flours of almonds, coconuts, and other nuts. Other flours of the fruits falling within any heading in Chapter 8	11.04
15.07.021(.11)	Ex 15.07	Fixed vegetable oils, fluid or solid, crude, refined or purified, viz.: Groundnut (peanut) oil	Ex 15.07.3
18.04.000(.00)	18.04	Cocoa butter (fat or oil)	18.04
25.10.000(.00)	25.10	Natural calcium phosphates, natural aluminium calcium phosphates, apatite and phosphatic chalk	25.10
27.07.001(.01) 27.07.002(.02) 27.07.003(.03) 27.07.009(.09)	27.07	Oils and other products of the distillation of high temperature coal tar; other oils and products as defined in Note 2 to this Chapter, viz.: Coal tar; naphtha, benzol, toluol, xylol; creosote; naphthalene, crude; other oils and other products of the distillation of high temperature coal tar; other oils and other products as defined in Note 2 to Chapter 27	27.07
28.11.000(.00)	28.11	Arsenic trioxide, arsenic pentoxide and acids of arsenic	28.11
28.34.001(.01) 28.34.009(.09)	28.34	Iodides, oxyiodides, iodates and periodates, viz.: Thymol iodide; other iodides, oxyiodides, iodates and periodates	28.34
28.44.000(.00)	28.44	Fulminates, cyanates and thiocyanates	28.44
28.54.001(.01) 28.54.009(.09)	28.54	Hydrogen peroxide (including solid hydrogen peroxide), viz.: Solid hydrogen peroxide; other hydrogen peroxide	28.54
28.55.009(.09)	Ex 28.55	Phosphides viz.: Other phosphides	Ex 28.55
29.02.001(.01) 29.02.002(.02)	Ex 29.02	Halogenated derivatives of hydrocarbons, viz.: Halogenated derivatives of hydrocarbons, chlorinated; other halogenated derivatives of hydrocarbons, gaseous	29.02.1 Ex 29.02.2 29.02.9
29.03.000(.00)	29.03	Sulphonated, nitrated or nitrosated derivatives of hydrocarbons	29.03
29.19.000(.00)	29.19	Phosphoric esters and their salts, including lactophosphates, and their halogenated, sulphonated, nitrated or nitrosated derivatives	29.19
29.21.000(.00)	29.21	Other esters of mineral acids (excluding halides) and their salts, and their halogenated, sulphonated, nitrated or nitrosated derivatives	29.21
29.24.009(.09)	Ex 29.24	Quaternary ammonium salts and hydroxides; lecithins and other phosphoaminolipins, viz.: Other Quaternary ammonium salts and hydroxides; lecithins and other phosphoaminolipins	Ex 29.24.1 Ex 29.24.9
29.30.000(.00)	29.30	Compounds with other nitrogen-functions	29.30
31.03.100(.10)	31.03	Mineral or chemical fertilisers, phosphatic, viz.:	31.03
31.03.201(.21) 31.03.209(.29)		Basic slag; superphosphate; other phosphatic mineral or chemical fertilisers, phosphatic; other	
31.05.001(.01)	Ex 31.05	Other fertilisers; goods of the present Chapter in tablets, lozenges and similar prepared forms or in packings of a gross weight not exceeding 10 kg, viz.: Other fertilisers	31.05.9
32.02.000(.00)	32.02	Tannins (tannic acids), including water extracted gall-nut tannin, and their salts, ethers, esters and other derivatives	32.02
32.09.051(.17)	Ex 32.09	Varnishes and lacquers; distempers; prepared water pigments of the kind used for finishing leather; paints and enamels; pigments in linseed oil, white spirit, spirits of turpentine, varnish or other paint or enamel media; stamping foils; dyes or other colouring matter in forms or packings of a kind sold by retail, viz.: Stamping foils	Ex 32.09.1
36.05.002(.02)	Ex 36.05	Pyrotechnic articles (for example, fireworks, railway fog signals, amorces, rainrockets), viz.: Very cartridges	Ex 36.05
41.09.000(.00)	41.09	Parings and other waste, of leather or of composition or parchment—dressed leather, not suitable for the manufacture of articles of leather; leather dust, powder and flour	41.09
Ex 42.03.011(.03) Ex 42.03.019(.05) Ex 42.03.039(.16)	Ex 42.03	Articles of apparel and clothing accessories, of leather or of composition leather, viz.: Gloves and mittens and mitts, padded, suited only for sporting purposes; Coats, waistcoats and the like, of sueded lambskin or sheepskin leather	Ex 42.03.2 Ex 42.03.3
Ex 44.28.019(.29)	Ex 44.28	Other articles of wood, viz.: Panels or sheets of a kind ordinarily used in building construction, comprising boards—edge bonded with adhesive—tongued and grooved—sand blasted on one surface to form decorative panels, stained and polished	Ex 44.28.9
Ex 51.04.131(.87) Ex 51.04.143(.94)	Ex 51.04	Woven fabrics of man-made fibres (continuous), including woven fabrics of monofil or strip of heading No. 51.01 or 51.02, viz.: Viscose tyre cord fabric	51.04.2
65.07.001(.01)	Ex 65.07	Head-bands, linings, covers, hat foundations, hat frames (including spring frames for opera hats), peaks and chin straps, for headgear, viz.: Head-bands, peaks, chin straps	Ex 65.07.9
Ex 68.06.001(.01) Ex 68.06.009(.08)	Ex 68.06	Natural or artificial abrasive powder or grain, on a base of woven fabric, of paper, of paperboard or of other materials, whether or not cut to shape or sewn or otherwise made up, viz.: Nail files of abrasive coated paper; dental strips and bands	Ex 68.06
68.13.001(.01)	Ex 68.13	Fabricated asbestos and articles thereof (for example, asbestos board, thread and fabric; asbestos clothing, asbestos jointing), reinforced or not, other than goods falling within heading No. 68.14; mixtures with a basis of asbestos and mixtures with a basis of asbestos and magnesium carbonate, and articles of such mixtures, viz.: Asbestos millboard	Ex 68.13.1
70.13.001(.11)	Ex 70.13	Glassware (other than articles falling in heading No. 70.19) of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration, or for similar uses, viz.: Infants feeding bottles	Ex 70.13.92 Ex 70.13.93 Ex 70.13.99
Ex 71.16.009(.09)	Ex 71.16	Imitation jewellery, viz.: Imitation jewellery made from natural clays fired after shaping	Ex 71.16
74.06.000(.00)	74.06	Copper powders and flakes	74.06
82.04.001(.71) 82.04.009(.72)	Ex 82.04	Hand tools, including glaziers' diamonds, not falling within any other heading of this Chapter; blow lamps, anvils; vices and clamps, other than accessories	82.94.421 82.04.422 82.04.429

(continued on next page)

NEW ZEALAND
continued

New Zealand Tariff Item No.	B.T.N. heading No.	Description in terms of the New Zealand tariff	Australian Tariff Item No.
		for, and parts of, machine tools; portable forges; grinding wheels with frameworks (hand or pedal operated), viz.:	
		Hammers	
82.06.001(.01) 82.06.008(.08)	Ex 82.06	Knives and cutting blades for machines or for mechanical appliances	82.06
83.09.001(.11) 83.09.002(.12) 83.09.008(.13) 83.09.009(.14)	Ex 83.09	Clasps, frames with clasps for handbags and the like, buckles, buckle-clasps, hooks, eyes, eyelets, and the like, of base metal, of a kind commonly used for clothing, travel goods, handbags, or other textile or leather goods; tubular rivets and bifurcated rivets, of base metal, viz.:	Ex 83.09.1
		Frames with clasps for handbags and the like	
Ex 84.22.039(.19)	Ex 84.22	Lifting, handling, loading or unloading machinery, telphers and conveyors (for example, lifts, hoists, winches, cranes, transporter cranes, jacks, pulley tackle, belt conveyors and teleferies) not being machinery falling within heading No. 84.23, viz.:	Ex 84.22.41
		Loaders, shovel type, specially designed for use in underground mines	
Ex 84.34.009(.09)	Ex 84.34	Machinery, apparatus and accessories for type-founding or typesetting; machinery, other than the machine tools of heading No. 84.45, 84.46 or 84.47, for preparing or working printing blocks, plates or cylinders; printing type, impressed flongs and matrices, printing blocks, plates and cylinders; blocks, plates, cylinders and lithographic stones, prepared for printing purposes (for example, planed, grained or polished), viz.:	Ex 84.34.2
		Plates or sheets of aluminium, grained and anodised but not further worked, for use as lithographic printing plates	
85.05.001(.01)	Ex 85.05	Tools for working in the hand, with self-contained electric motor, viz.:	85.05.1 Ex 85.05.2 Ex 85.05.9
		Drills	
Ex 85.15.301(.87) Ex 85.15.309(.89)	Ex 85.15	Radiotelegraphic and radio telephonic transmission and reception apparatus; radio-broadcasting and television transmission and reception apparatus (including receivers incorporating sound recorders or reproducers) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus, viz.:	Ex 85.15.14
		Communication transceivers having frequency ranges from 525 kHz to 534 kHz or exceeding 10 MHz but not exceeding 25.6 MHz	
Ex 97.04.002(.02)	Ex 97.04	Equipment for parlour, table and funfair fames for adults or children (including billiard tables and pintables and table-tennis requisites), viz.:	Ex 97.04.9
		Billiard cues	
Ex 97.06.029(.29)	Ex 97.06	Appliances, apparatus, accessories and requisites for gymnastics or athletics, or for sports and outdoor games (other than articles falling within heading No. 97.04), viz.:	Ex 97.06.9
		Bladders for inflatable balls; ski poles; swim fins and flippers; hockey balls, soft-balls and baseballs	
98.03.001(.01)	Ex 98.03	Fountain pens, stylograph pens and pencils (including ballpoint pens and pencils) and other pens, pen-holders, pencil-holders, and similar holders, propelling pencils and sliding pencils; parts and fittings thereof, other than those falling within heading No. 98.04 or 98.05, viz.:	Ex 98.03.2 Ex 98.03.9
		Fountain pens (except ballpoint pens)	

CRE Ext. 2321

CUSTOMS TARIFF INQUIRY—VARIOUS GOODS: The New Zealand Minister of Customs has referred to the Tariff and Development Board for inquiry and report the question of the nature and extent of the protection, if any, which it considers appropriate for New Zealand industry in respect of the importation of the goods listed in the schedules below.

For the purpose of taking evidence the Board will hold public hearings commencing at 10.30 a.m. on the dates shown below in the Boardroom, First Floor, New Zealand Law Society Building, 26 Waring Taylor Street, Wellington:

Goods	Date of public hearing	Closing date for receipt of representations	Tariff provisions item under reference
Rye; Barley; Oats; Maize	April 27	April 6	Schedule A
Greenstone, amazonite, bowenite, chloromelanite, jade and nephrite	May 2	April 11	Schedule B
Solder	May 4	April 13	Schedule C
Carbon brushes	May 9	April 18	Schedule D
Battery chargers	May 10	April 19	Schedule E
Starters for electric motors	May 11	April 20	Schedule F
Other rail locomotives: Electric Other	May 15	April 24	Schedule G
Saws (non-mechanical) and blades for hand or machine saws (including toothless saw blades):	May 17	April 26	Schedule H
Electric motors and parts	May 23	May 2	Schedule I

Any person who intends to tender evidence should lodge, in typewritten form, 14 copies of public evidence and 12 copies of confidential evidence, to be presented under oath at the public hearing with Mr. C. H. S. Rodden, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than the dates shown above. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 401/468/469). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc. PO Box 2286, Wellington, New Zealand (telegraphic address 'Transtrade', telephone Wellington 43-706)—the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member; details may be obtained from the BTANZ—and requiring further information should approach the Commercial Relations and Exports Division.

Number				Rates of duty		
Current	As from 1.1.72	Description		BP	MFN	GEN
SCHEDULE A						
10.02.00	10.02.000	Rye	per cental	20c	..	25c
			Aul	Free		
10.03	10.03	Barley:				
10.03.01	10.03.001	As may be approved by the Minister and under such conditions as he may prescribe		Free	..	Free
10.03.09	10.03.009	Other	per cental	20c	..	25c
10.04.00	10.04.000	Oats	per cental	20c	..	25c
			Aul	25c		
10.05.00	10.05.000	Maize (current as from 1.1.72)	per cental	5c	15c	25c
			per cental	2.5c	12.5c	25c
SCHEDULE B						
71.02	71.02	Precious and semi-precious stones, unworked cut or otherwise worked, but not mounted, set or strung (except ungraded stones temporarily strung for convenience of transport):				

Number			Rates of duty		
Current	As from 1.1.72	Description	BP	MFN	GEN
71.02.22	71.02.301	Greenstone, amazonite, bowenite, chloromelanite jade and nephrite	25%	..	30%
		Aul	10% (current) 5% (as from 1.1.72)		
SCHEDULE C					
78.01	78.01	Unwrought lead (including argentiferous lead); lead waste and scrap:			
		Unwrought lead:			
78.01.11	78.01.001	Solder	Free	..	Free
78.02	78.02	Wrought bars, rods, angles, shapes and sections, of lead; lead wire:			
78.02.01	78.02.001	Solder	Free	Free	Free
80.01	80.01	Unwrought tin; tin waste and scrap:			
		Unwrought tin:			
80.01.11	80.01.001	Solder	Free	..	Free
80.02	80.02	Wrought bars rods, angles, shapes and sections, of tin; tin wire:			
802.0.01	80.02.001	Solder	Free	..	Free
SCHEDULE D					
85.24	85.24	Carbon brushes, arc-lamp carbons, battery, carbons, carbon electrodes and other carbon articles of a kind used for electrical purposes:			
Ex 85.24.09	Ex 85.24.009	Other, viz: carbon brushes	Free	20%	35%
SCHEDULE E					
85.01	85.01	Electrical goods of the following descriptions: generators, motors, converters (rotary or static), transformers, rectifiers and rectifying apparatus, inductors:			
85.01.15	85.01.059	Battery chargers	25%	45%	55%
SCHEDULE F					
85.19	85.19*	Electrical apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits (for example, switches, relays, fuses, lightning arresters, surge suppressors, plugs, lampholders, terminals, terminal strips and junction boxes); resistors, fixed or variable (including potentiometers), other than heating resistors; switchboards (other than telephone switchboards) and control panels:			
		Apparatus for making and breaking electrical circuits (for example, switches and relays):			
		Other apparatus for making and breaking electrical circuits:			
85.19.11	85.19.049	Starters for electric motors	Free	20%	25%

* Changes (not shown here) in 85.19 from January 1, 1972 do not affect the item under reference.

SCHEDULE G					
86.03	86.03	Other rail locomotives:			
86.03.01	86.03.001	Electric	Free	20%	25%
86.03.09	86.03.009	Other	20%	45%	50%
		Aul	16%		
SCHEDULE H					
82.02	82.02	Saws (non-mechanical) and blades for hand or machine saws (including toothless saw blades):			
		Saws:			
82.02.01	82.02.001	Tubular frame firewood or pulpwood	20%	37½%	50%
82.02.02	82.02.009	Other	Free	17½%	30%
		Blades for hand or machine saws:			
82.02.03	82.02.011	Hacksaw	Free	17½%	30%
82.02.04	82.02.021	Butchers' hand saw; tubular frame firewood and pulpwood	20%	37½%	50%
		Circular:			
		Not exceeding 12 in. in diameter:			
82.02.05	82.02.031	As may be approved by the Minister and under such conditions as he may prescribe	Free	17½%	30%
82.02.06	82.02.039	Other	20%	37½%	50%
		Other kinds:			
82.02.11	82.02.041	As may be determined by the Minister	20%*	37½%*	50%*
82.02.12	82.02.049	Other	Free	17½%	30%
82.02.13	82.02.051	Bandsaw and toothed bandsaw strip, over 4 in. in width, for wood sawing	20%	37½%	50%
82.02.19	82.02.059	Other blades	Free	17½%	30%

* Or such lower rate of duty as the Minister may in any case direct.

SCHEDULE I					
85.01	85.01	Electrical goods of the following descriptions: generators, motors, converters (rotary or static), transformers, rectifiers and rectifying apparatus, inductors:			
		Motors having a brake horsepower:			
85.01.01	85.01.001	Not exceeding 1/10	Free	20%	25%
85.01.02	85.01.002	Exceeding 1/10 but not exceeding ¼	Free	20%	25%
85.01.03	85.01.003	Exceeding ¼ but not exceeding ½	Free	20%	25%
85.01.04	85.01.009	Exceeding ½ but not exceeding 1	Free	20%	25%
85.01.05	85.01.011	Exceeding 1 but not exceeding 10	Free	20%	25%
85.01.06	85.01.012	Exceeding 10 but not exceeding 50	Free	20%	25%
85.01.07	85.01.013	Exceeding 50 but not exceeding 250	Free	20%	25%
85.01.08	85.01.019	Exceeding 250	Free	20%	25%
85.01.09	85.01.029	Parts	Free	20%	25%

Reference CRE 179/71 **CRE Ext. 2321**

Importation of Educational Films

From January 1 1972 new arrangements came into operation for the exemption from customs duty of certain educational films imported into the United Kingdom.

The exemption applies to educational films imported from countries offering similar exemption to educational films imported to those countries from the United Kingdom. This applies notably to Canada and the United States of America.

Films exempted are those certified by the appropriate government agency of the exporting country as being of an educational character. On receipt of that certificate, the Department of Education and Science will provide a certificate of exemption from import duty, which will enable copies of the film to be posted or carried into the United Kingdom without payment to H.M. Customs.

From time to time, samples of films imported under this arrangement will be examined by the DES as a check that the new procedure is being properly employed.

Details of the new arrangements, including the method of obtaining a DES certificate and the subsequent procedure for labelling the films are given in a revised edition of Customs Notice No. 59, obtainable from H.M. Customs and Excise, King's Beam House, Mark Lane, London, EC3R 7HE or at any Customs House or Office of a Collector of Customs and Excise in the United Kingdom.

MISCELLANEOUS ADVERTISEMENTS

30p per line, minimum £1.50 payable in advance, Box No. 50p
Orders for advertisements should be addressed to HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London EC1P 1BN
Replies to Box Numbers should be addressed to Box No.—Trade and Industry, Room D92, Atlantic House, Holborn Viaduct, London EC1P 1BN

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd., are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for remoulding, scrap tyres for industrial purposes expertly graded to customers requirements credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montague Industrial Estate, Edmonton, London, N.18. Tel: EDMonton 2150.

THE METAL PERFORATORS J. & F. POOL LTD. invite perforating inquiries from industry. —J. & F. Pool Ltd., Hayle, Cornwall. Tel: Hayle 3571 (6 lines). Telex: 45286.

MANUFACTURERS! Rapidly expanding mail-order house seeks new or unusual advertising/catalogue lines. Interested in end-of-line stocks, bankrupt stocks. Write to Box No. S. 7222

EXPORTS TO FRANCE—Agent/Consultant dealing with France alone invites companies wishing to intensify their efforts to contact him. Specialist advice offered without engagement initially. Further research or sales undertaken by mutual arrangement. Mr. G. W. Hughes BA (Oxon), 20 Curzon Road, Thornton Heath, Surrey, Telephone: 01-684 6508.

Venezuela

IMPORT LICENSING: In accordance with a Venezuelan Decree dated January 3, 1972, the following tariff numbers will be subject, in whole or in part, to an import licence from the date of the decree. The only exception to this ruling will be for those goods whose Consular Invoice is dated January 3, 1972, or earlier. The tariff numbers affected are:

043-01	243-02	552-03	665-02	714-02	721-04	812-04	861-09
046-01	292-09	599-09	665-09	716-13	721-07	841-01	862-01
047-09	541-01	642-02	681-07	716-15	721-11	841-19	891-01
051-07	541-09	663-07	699-16	721-01	734-01	861-01	899-17
052-01	552-01	663-09	699-21	721-03	734-03	861-03	899-99
242-02	552-02	665-01					

EDB Ext. 474/476/7312

Peru

SPECIAL CONCESSIONS: Peruvian Supreme Decree 175-71-EF of November 16, 1971, contained a list of goods which the Peruvian petroleum industry may import at a reduced tariff rate. A copy of this decree, in Spanish, is available for inspection.

EDB Ext. 474/476/7312

Chile

PAYMENTS BY FOREIGN SHIPPING COMPANIES: The Chilean Central Bank has recently issued instructions regarding the payment in foreign currency of amounts due from or on behalf of foreign marine vessels to the Chilean Treasury, Maritime and port authorities, or other Chilean Government organisations. Copies of this circular are available on request.

CRE Ext. 2289

IMPORT DUTY REDUCTION: Chilean Decree No. 1808/71, published in the *Diario Oficial* of November 12, 1971, lowers the *ad valorem* duty to 5 per cent c.i.f. on 'bars of chemical composition SAE or AISI, 1020, 1018, 1038, and 1108/1110, of cold-formed iron or steel' (Chilean tariff nos. 73.10.99 and 73.14.99.99). The goods remain free from specific duty.

EDB Ext. 474/476/7312

Jamaica

IMPORT LICENSING ARRANGEMENTS: The list of exceptions to the Jamaica Open General Licence (*Board of Trade Journal*, September 27, 1968, page 865) has been amended as follows:

(*a*) by deleting item 136 and substituting the following:
136, Travel luggage, excluding briefcases, folding suitbags, open top type shopping-bags, zippered school-bags, satchels, sport-bags (eg bags for carrying cricket and golf equipment), beach-bags, auto-bags, airline-bags (complimentary type), infants carry-all, wig and hat boxes, trunks of plywood/metal;

(*b*) by the addition of item 178, Telephone apparatus and PABX switchboards.

EDB Ext. 474/476/7312

Canada

HAZARDOUS PRODUCTS (SCIENCE EDUCATION SETS): The Canadian authorities have amended Part II of the Schedule to the Hazardous Products Act to include (1) science education sets that contain any chemical for use in a chemical or pyrotechnic reaction or to preserve a biological specimen, (2) chemicals packaged for restocking such sets, and have introduced regulations respecting the advertising, sale and importation of Hazardous Products (Science Education Sets). The regulations, which come into effect on July 1, 1972, specify the list of chemicals which may be included in the sets and state, *inter alia*, that every science education set shall contain or bear directions for the safe use of the chemicals that it contains. Various marking requirements are also specified. Copies of the amendment to the Act and of the regulations are obtainable from Tariff Section.

EDB Ext. 455/456/457

FINANCE FOR TECHNOLOGY

The National Research Development Corporation provides financial and other support for technological developments of potential commercial importance. NRDC promotes the adoption by industry of new products and processes invented in government laboratories, universities and elsewhere. NRDC is participating in joint ventures with industry on an increasing scale. By supporting projects NRDC makes it possible for individual firms or groups of companies to undertake and accelerate the development and production of new products and processes of national importance. The corporation welcomes submissions in confidence from firms who have promising new projects to launch in any branch of industry or commerce. The conditions for its considering proposals of this kind are set out in a leaflet which may be obtained on application, either by writing to the National Research Development Corporation, PO Box 236, Kingsgate House, 66-74 Victoria Street, London, SW1H 0ET, or by telephoning 01-828 3400.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

MAUN

HAND TOOLS

The best to get hold of

Manufacturers of stationers punches eyeletting tools, pliers etc.

Contractors to H.M. Stationery Office, The Ministry of Defence and the G.P.O.

MAUN INDUSTRIES LTD.
Mansfield, Notts. Telephone: 24525

General sheet metal workers, metal polishers to the trade

Cutting capacity 10' x ¼"
Brake Press 10' x ⅛"

Leslie T. Clark
(Stainless Steel Fabrications) Ltd.

Fresh Wharf, Highbridge Road, Barking, Essex.
Telephone: 01-594 5666-7-8

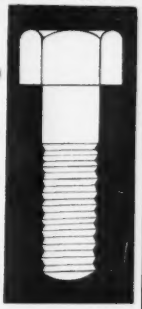
Member of the Stainless Steel Fabricators Association.

ALDER MILES DRUCE LTD
BEACONSFIELD ROAD, HAYES, MIDDX.
Tel. 01-573 7766 Telex 267909

BRANCHES AT
Manchester, Nottingham, Glasgow, Southampton, Brandon, Bristol, Dartford, Bridgend, Hebburn.

Stockists and Distributors of—
Industrial Fasteners
Bolts and Setscrews
Nuts and Washers
Nyloc Nuts
Rolled Thread Screws
GKN & UNBRAKO Products

in all materials including Stainless Steel; in all threads including Metric



E. W. Kendall & Co. Ltd.

FOR
CARBIDE TIPPED CIRCULAR SAW BLADES MACHINE KNIVES AND ROUTER CUTTERS FOR ALL TRADES

write or telephone — *212-214 Ravenscroft Road, Beckenham, Kent. Telephone: 01-778 3957/4353*

We are unequalled for our Quality · Service · Technology in

PLATING ON PLASTICS

King & Fowler FINISHES LTD

Jamaica Street, Liverpool L1 0AQ
Telephone: 051-709 8411

Ask about our progress on Polypropylene

TEESDALE TOOLS LTD.

DESIGNERS & MANUFACTURERS OF PRECISION ENGINEERING TOOLS & EQUIPMENT

A specialist service to airlines for all engine overhaul tools and ground support equipment

192 OVERNDALE ROAD, DOWNEND, BRISTOL BS16 2RJ
Telephone: 654283

IDDON
BROTHERS LIMITED

MIXING MILLS.
PRESSES.
CALENDERS.
EXTRUDING AND BLOW MOULDING MACHINES.
HOSE WRAPPING AND BUILDING PLANT.
SPREADERS, ETC.

LEYLAND ENGLAND

POCKLINGTON & JOHNSON LIMITED
PRECISION SPRING MANUFACTURERS
in wire and flat strip section material

Registered Office:
Watchmead, Black Fan Road, Welwyn Garden City, Herts.
Phone: Welwyn Garden 23845-9

London Office:
111 Clerkenwell Road, London, E.C.1.
Phone: 01-405 2468

Experience with special and orthodox materials
Quantity range from 'one off' to bulk production
Technical advice given without obligation
Inquiries answered without delay.

THE QUEEN'S AWARD TO INDUSTRY FOR TECHNOLOGICAL INNOVATION IN AUTOMATED FEED MILLING TO SCOTTISH MECHANICAL LIGHT INDUSTRIES LTD

FEED PLANTS — **WITHOUT LABOUR**

1969

High quality anima feeds in continuous flow production with low capital outlay and negligible running cost.

From 3 Tons/hr to 15 Tons/hr

AUTOMATED FEED MILLS LIMITED

SCOTMEC WORK, AYR, SCOTLAND
TEL. AYR (0292) 64601

Subscription form for Trade and Industry

To Her Majesty's Stationery Office:

London S.E.1: P.O. Box 569
Manchester 2: Brazennose Street
Cardiff: 109 St. Mary Street
Belfast 1: 7-11 Linenhall Street
Edinburgh 2: 13a Castle Street
Birmingham 1: 258 Broad Street
Bristol 1: 50 Fairfax Street

Enclosed please find £7.60
being one year's subscription to
TRADE AND INDUSTRY
(incorporating the Board of Trade Journal)
The copy should be sent to:

Name .....

Address .....

.....

All set for 100% rise in exports.

'Our prospect is fast growth. This could have financial pitfalls, but we can go ahead with confidence backed by our ECGD policy.' *Mr R. V., Chairman of one of Sheffield's most famous cutlery and tableware companies.*

Increased exports are vital to this expanding company. New production methods have been introduced. Lines have been rationalised from several thousands to 500. The result is a massive growth in output – which can only be absorbed by selling more overseas.

Yet competition is tough in the company's main markets – U.S.A., the Caribbean, Europe, South Africa and Australia.

To achieve its ambitious sales targets the company employs sophisticated marketing techniques – and skilled export insurance service.

Security, bank guarantees

'In the old days before we had ECGD we missed a lot of business', says Mr R. V. Now he has ECGD insurance against 90-95% of losses where a buyer fails to pay or cannot transmit sterling.

The policy enables the company to seek new business more adventurously, and also to make good use of the ECGD Comprehensive bank guarantee to finance dealer stocking on up to six months credit. (Bank finance up to two years costs only ½% over Bank Rate. Longer credit is at a fixed 6% under ECGD specific guarantees.)

Three-year target

A 100% increase in exports in three years is this company's target.

How about yours? ECGD service could help improve your prospects. Talk to your local ECGD Manager this week or write for the free comprehensive leaflet to Information Section, ECGD, Aldermanbury House, Aldermanbury, London EC2.

Export Credits Guarantee Department:
London, Bedford, Belfast, Birmingham, Bradford, Bristol, Cardiff, Crawley, Edinburgh, Glasgow, Leeds, Liverpool, Manchester, Newcastle upon Tyne, Nottingham, Reading, Sheffield.

ECGD

Export with an easy mind

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London EC1P 1BN, for the Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. Printed by The Garden City Press Limited, Pixmore Avenue, Letchworth, Herts, SG6 1Js.
SBN 11 721886 3